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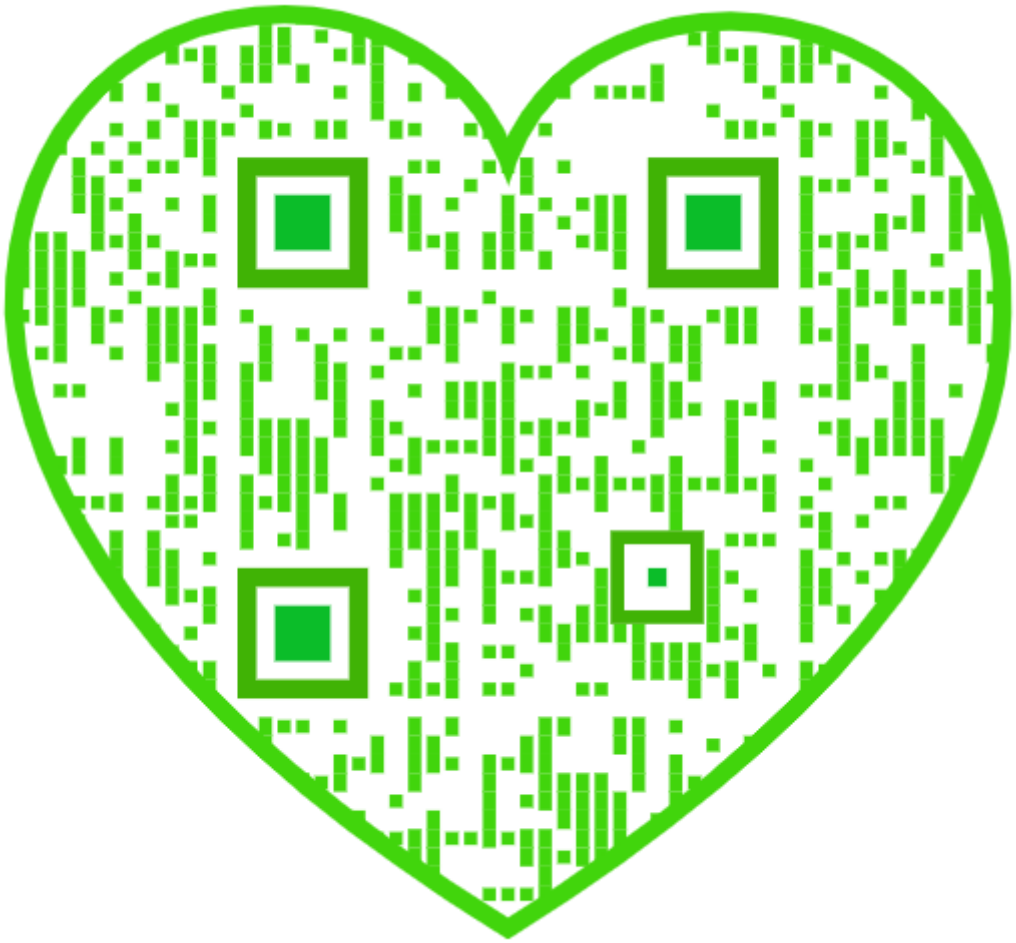
THE RETAIL BUTCHER

BY

R. S. MATTHEWS



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"THE RETAIL BUTCHER"

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R. S. MATTHEWS

R. S. MATTHEWS

Preface

HE object of this book is to stop the butcher from guessing; to put him in a position to know at all times what he is doing in every branch of his business, and to help him to make a decent profit out of a legitimate business. The tables and recipes herein contained have been compiled from years of practical and successful experience. They **have stood the test and can be relied upon** to do business on by the year. Each table was made by ten carcasses or ten articles prepared at different seasons of the year and sold over the counter in the same way as you are selling today. There are, of course, extremes both ways, but in all of them the correct average of the ten is given. If you are a successful butcher, merchant, salesman, stockman or poultry dealer, this information will help you to make more money. If you are not, you cannot afford to be without it. When you look around you and examine the statistics or the trade reviews of Dun or Bradstreet, and see the appalling number of failures in our business, if you are a successful butcher, you know the cause. It is the lack of education in the business. Take it for the past five years—1906 to 1910, inclusive. There has been in the United States 11,751 failures, involving $49,377,264, an average of 37.48 per cent. In 1910 alone there were 2,316 failures, involving $8,680,079, or 21.45 per cent of the 48,737 who were in business. For the past five years 98 2-3 per cent of the retail butchers have not shown a profit above a lawful interest on the capital, there being only 1 1-3 per cent., showing a decent profit. Are you one of this happy 1 1-3 per cent., or are you one of the 98 2-3 per cent. who are just barely living and keeping body and soul together?

It is a sad truth to know these figures, but you had better be sure than ashamed. If you are one of these happy few, then **good for you,** for the world loves a successful man. On the other hand, if you are one of the unsuccessful men, change your methods or get out of the business, and give the man who knows how to sell goods a better chance to improve his talents.

In writing "The Retail Butcher" I have gone into almost every detail of the retail meat business from buying the live stock on the plains, in the feed lots, and last, but not least, from the commission men in the stock yards, to the slaughter house, cooling room, cold storage, on the wagon to the block and then to the consumer. I have never seen but one man who claimed to know it all, and he was drunk and broke, so don't give up, for there is a chance for all of us to learn. We never get too old to grow in knowledge, if we will carefully survey our surroundings and make note of the facts that happen every day in our business. How many men we see who have been in the meat business for years who have never stopped to figure the differentials on a carcass of beef, veal, pork or mutton, and to save their lives, lots of them—yes, more than half of them, sell at this or that price just because the "other fellow" does, and do not stop to figure the actual cost or their cost to sell, and then wonder at the end of the year, and sometimes in the evening of life, why they don't make money? **Wake up, you sluggard, and get wise.** Moral: "A man that buildeth a house without first counting the cost, is a fool."

You will notice that I have compiled all of my tables in order to give you a gross profit of 25 per cent. over the cost of your goods. In making my calculations I have allowed for a reasonable amount of trimming and waste, which is unavoidable in a retail shop. I have selected a 500-pound carcass of beef for these tables, as that is a fair average, and have divided it: 250 pounds side, 128 pounds front quarter and 122 pounds hind quarter. This makes a difference on a side of beef of 6

pounds, or on a carcass of beef, 12 pounds. There are very few cattle where the hind and front quarters weigh the same, often there is a difference of as much as 25 pounds, and I give you this as a safeguard against over-figuring your better cuts. You must remember that at some seasons of the year you cannot make a profit of 25 per cent., therefore, when meat is cheap you must lay up for that rainy day, for you do not always have to sell cheap because you have bought cheap. I lay particular stress on beef, for in more than half the butchers' shops, beef comprises the grater part of their volume of business, and it is easy to sell at a good profit if you are master of your business, but on the other hand, it is the easiest of all to lose money on if you do not thoroughly understand your business. To be a successful butcher, you must be a good salesman as well as a mechanic. Both of these traits are very essential to success. Yet, with sad hearts, we see so many who are short of one of these virtues, and sadder still, sometimes both.

Farmers and stockmen who cure their own hams and bacon, fatten poultry for the market or make their own sausage and lard, will find this book of incalculable good to them, for by following the instructions given here in winter time without refrigeration other than a cool room or cellar, they can cure their year's supply of hams and bacon and have them as good at home as any packer in America can put up.

This remedy for hog cholera will also be of incalculable good to them.

Agents of some of our biggest packers have asked me how I got some of the information I give you here on curing meats. Not being able to buy it, there could be but one way for me to learn. If you hadn't tasted the waters of the ocean you couldn't swear that it was salty, hence if I hadn't had experience in the things I tell you here I wouldn't say that they were the best.

I place the index in the front pages so that at a moment's notice you may get the information desired.

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To the Meat Cutter—

As a hired man, I want to say to you that if you know your trade and know it well, you have in that a good stock of merchandise that will always make you a living as long as you are able to work, and as labor is your only capital, you should sell it for all you can get, the same as any other merchandise, for if your boss cannot make money out of you, he will not keep you. You know that a first class article brings a good price, so try to be first class and earn all that you are paid and some for the shop.

Did you ever ask yourself the question: "Am I a first class butcher?" Now, sometimes in your quiet moments examine yourself. This is one instance of many. Suppose your boss should say to you: "There on the scales, I have a good 600-pound steer that cost me 9c per pound, or $54.00. I want to make 25 per cent. on that beef, for I run my business on that basis. I want you to tell me what the several different cuts will weigh and the price to sell them at per pound to realize this profit." Could you give him the desired information? Could you tell him how many pounds of round steak there was in the rounds; what the rump, back round and soup bone would weigh, and so on through the carcass, and the price to sell at per pound to realize this profit? I will leave that to you. If you can, all is well. **It puts a feather in your cap with the OLD MAN.** If you cannot, you need not be surprised if he looks for another man, **one who knows.** Imagine yourself in a strange town. You go into a market and apply for a position. The stranger says "YES, I need a first class man," and puts these questions to you, and additional ones. For instance, he says to you: "I

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handle lots of pork here, and hogs are high. I make my own lard, pork sausage, head cheese, liverwurst, dry salt backs and smoked bacon. I have paid an average for hogs of 10½c per pound for the past four months and my shop has not shown me the profit it should. I have a volume of business and I want a man who can put it on a paying basis.'' Could you tell him what each commercial cut in this hog would weigh, the price per pound to sell each cut at, the percentage of loss there was in rendering lard, and the amount of filler to put in his lunch sausage, etc., to realize this profit? If you cannot tell him this, he will likely say to you, ''might leave your name and address,'' and if he sees where he can use you, he will let you know. You bid him good bye as you go out, and he says to himself, ''Another student.'' A few days later you pass the shop, see a new face there and know down in your heart why he hired the ''other fellow.''

Suppose you do possess the knowledge desired and get the position, and you must work behind the counter, in a few days your cash sales begin to drop off, and from day to day the boss begins to notice that he misses several familiar faces who were in the habit of buying their supplies from him and wonder why. He then discovers that you are crabby, untidy and are not a good salesman, and his volume of business is falling off so that he must cut down expenses. Being honest, and giving him, as you thought, a ''square deal,'' you wonder **when it is too late,** why you lost your job. Did you wonder why so many seemingly good fellows, fairly good meat cutters and pretty good salesmen just had extra work on Sundays and filled in at different shops when they were compelled to have a man, and never having a steady job? Naturally you would know there was something wrong if this should happen to you. Examine yourself and see if you cannot right the wrong; always be kind to the trade. Do as you are told. Give your boss a honest day's

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work. Be on time. Be prompt to answer the telephone. Don't let the prospective buyer name the price of the article you are about to sell. Don't give away a dime's worth of lean meat on a 5c soup bone. Don't drink intoxicants of any kind either on or off duty, for if you do, it is a 20 to 1 shot that you are as high as you are going, for it is not good for the stomach, and **is very bad on the brain and the pocket book.** And, **above all things, be honest.** Remember that when you sell a day's labor, your time belongs to the buyer, and that if you do not put forth the best in you, **you are a thief.** Make yourself believe that the article you are offering for sale is worth the price asked, for if you have not confidence yourself, it is doubly hard to convince the buyer. Never misrepresent anything, for both God and man hates a liar. The old adage that "honesty is the best policy" may be right as far as it goes, but better still, **be honest, because it is right.** Ill-gotten gains never did a man any good. A man cannot stand still. He must either go up or down, so strive to improve. Save a part of what you earn. Perform the common duties of each day's life uncommonly well, and through that you will attain success.

To sell beef at retail I have divided as follows: Rounds, Loins, Rump, Flank and Cod, Suet and Kidney, Shanks, Ribs, Plates, Chuck, Neck, Trimmings and Waste.

To cut beef for wholesale, as per this chart, I give you the per cent. of each hundred pounds, each cut will be:

19 per cent.....Loin.
24 per cent.....Round Rump on.
4 per cent.....Flank, Kidney and Suet.
11 per cent.....Prime Rib.
10 per cent.....Plate.
24 per cent.....Square Chuck.
4 per cent.....Shank
3 per cent.....Neck.
1 per cent.....Waste

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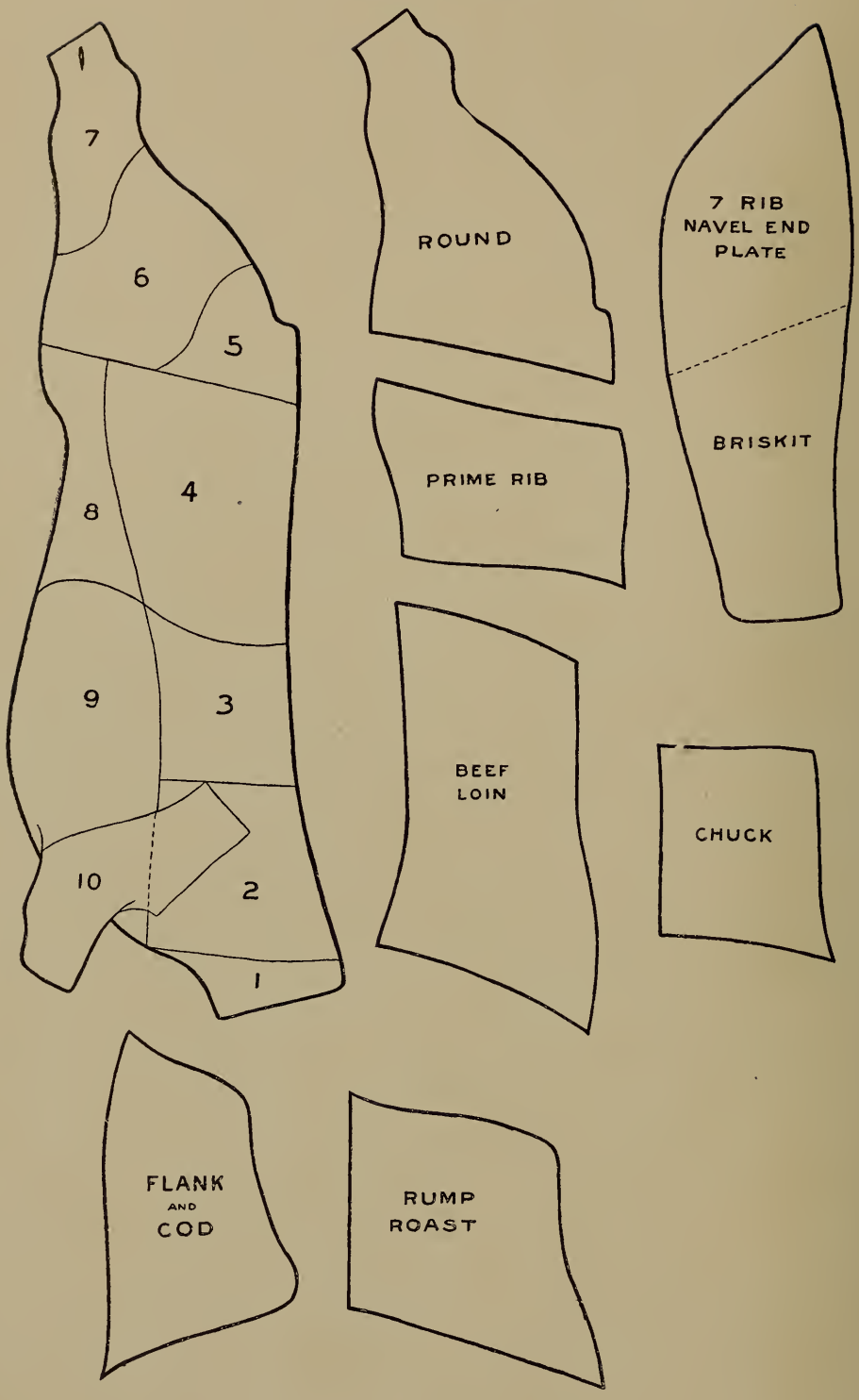
Beef Chart



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Side of Beef must be divided one rib on hind quarter loin cut full; 7 Prime Ribs cut full 10 inches from chine bone; shank cut close to body joint. I have allowed only 1 per cent. waste, and Beef sold by this table must be handled quick and weighed close.

Extra Beef Cuts

Extra Rounds.
Extra Loins.
Extra Chucks.
Extra Ribs.
Extra Plates.

To Sell 500-Pound Carcass of Beef.

Cost 6 cents	$30.00
Plus 25 per cent.	7.50
	$37.50

66 pounds Round Steak @ 10c	$ 6.60
78 pounds Loin Steak @ 11c	8.58
30 pounds Rump Roast @ 8c	2.40
14 pounds Back Round @ 10c	1.40
20 pounds Flank and Cod @ 4c	.80
10 pounds Suet @ 3c	.30
20 pounds Shank @ 2c	.40
6 pounds Trimmings and Waste	.....
58 pounds Ribs @ 10c	5.80
56 pounds Plate @ 5c	2.80
112 pounds Chuck @ 7c	7.84
10 pounds Neck @ 5c	.50
16 pounds Shank @ 2c	.32
4 pounds Trimmings and Waste	.....
500 pounds Bringing	$37.74

This gives us a total of 500 pounds, bringing $37.74, a gain of 24c over the profit of 25 per cent. we were to make. I give you this table as the nearest average on ten car-

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casses of Beef sold at retail in different towns and in different seasons of the year, as far north and west as Colorado, and as far South as Memphis, and some of them in the State of Texas.

One of the hardest problems we have to solve is to establish the differences in value of the hind and front quarters, therefore supply and demand must largely govern you in this. When you are forced to decline the price on one cut, you must advance on another to make up the difference. You will notice in fat cows that the hind quarters are often heavier than the fronts, but in these cases you have a large wasty bag and a big fat kidney that you must allow for. It's seldom necessary to sell your sirloin and round steak under 12½ cents and your Porterhouse under 15 cents, no matter how cheap you may buy.

To Retail Beef, Cost 7 Cents.

500 pounds @ 7c, cost	$35.00
Plus 25 per cent.	8.75
	$43.75

66 pounds Round Steak @ 12c	$ 7.92
78 pounds Loin Steak @ 12½c	9.75
30 pounds Rump @ 9c	2.70
14 pounds Back Round @ 10c	1.40
20 pounds Flank and Cod @ 5c	1.00
10 pounds Suet @ 5c	.50
20 pounds Shank @ 2c	.40
6 pounds Trimmings and Waste	.....
58 pounds Ribs @ 12c	6.96
56 pounds Plate @ 6c	3.36
112 pounds Chuck @ 8c	8.96
10 pounds Shank @ 2c	.32
4 pounds Trimmings and Waste	.....
500 pounds Bringing	$43.77

NOTE:—As Beef increases in price, your better cuts advance very rapidly, as the rough or common cuts won't stand the proportionate raise.

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To Retail Beef, Cost 8 Cents.

500 pounds @ 8c, cost	$40.00
Plus 25 per cent.	10.00
	$50.00

66 pounds Round @ 15c	$ 9.50
78 pounds Loin @ 17½c	13.65
30 pounds Rump @ 10c	3.00
14 pounds Back Round @ 10c	1.40
20 pounds Flank and Cod @ 5c	1.00
10 pounds Suet @ 6c	.60
20 pounds Shank @ 2c	.40
6 pounds Waste	.....
58 pounds Rib @ 12½c	7.15
56 pounds Plate @ 6c	3.36
112 pounds Chuck @ 8c	8.96
10 pounds Neck @ 6c	.60
16 pounds Shank @ 2c	.32
4 pounds Waste	.....
500 pounds Bringing	$50.54

NOTE:—Now is the time **you must watch your scrap box closer than ever.** Better leave your Beef in the cooler if you can't sell it.

To Retail Beef, Cost 9 Cents.

500 pounds @ 9c, cost	$45.00
Plus 25 per cent.	11.25
	$56.25

66 pounds Round Steak @ 15c	$ 9.90
78 pounds Loin Steak @ 20c	15.60
30 pounds Rump Roast @ 12c	3.60
14 pounds Back Round @ 10c	1.40
10 pounds Flank and Cod @ 5c	.50
10 pounds Suet @ 6c	.60
20 pounds Shank @ 2c	.40
6 pounds Waste	.....
58 pounds Rib @ 15c	8.70
56 pounds Plate @ 7c	3.92
112 pounds Chuck @ 10c	11.20
10 pounds Neck @ 6c	.60
16 pounds Shank @ 2c	.32
4 pounds Waste	.....
500 pounds Bringing	$56.74

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To Retail Beef, Cost 10 Cents.

500 pounds @ 10c, cost	$50.00
Plus 25 per cent.	12.50
	$62.50

66 pounds	Round Steak @ 16c	$10.56
78 pounds	Loin Steak @ 22c	17.16
30 pounds	Rump Steak @ 12c	3.60
14 pounds	Back Round @ 12c	1.68
20 pounds	Flank and Cod @ 5c	1.00
10 pounds	Suet @ 7c	.70
20 pounds	Shank @ 2c	.40
6 pounds	Waste	.....
58 pounds	Rib @ 17c	9.86
56 pounds	Plate @ 8c	4.48
112 pounds	Chuck @ 11c	12.32
10 ponuds	Neck @ 6c	.60
16 pounds	Shank @ 2c	.32
4 pounds	Waste	.....
500 pounds	Bringing	$62.68

Where Beef costs 10c per pound, it is usually of a high grade, and fed to good finish, and will run a higher per cent. to the choice cuts, but **you must get the price.** You will have in this class of cattle about 30 pounds Porter House or T Bone Steak that will easily bring 25 cents per pound in any town where they demand this class of Beef, but you must get it to make up for an occasional reduction on inferior cuts.

To Retail Beef, Cost 11 Cents.

500 pounds @ 11c, cost	$55.00
Plus 25 per cent.	13.75
	$68.75

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66 pounds	Round Steak @ 17½c	$11.55
78 pounds	Loin Steak @ 23c	17.94
30 pounds	Rump Roast @ 15c	4.50
14 pounds	Back Round @ 12½c	1.75
20 pounds	Flank and Cod @ 5c	1.00
10 pounds	Suet @ 7c	.70
20 pounds	Shank @ 2c	.40
6 pounds	Waste	.....
58 pounds	Rib @ 20c	11.60
56 pounds	Plate @ 8c	4.48
112 pounds	Chuck @ 12½c	13.90
10 pounds	Neck @ 6c	.60
16 pounds	Shank @ 2c	.32
4 pounds	Waste	.....
500 pounds	Bringing	$68.74

Let us pray that this is the limit, for we should certainly try to sell something else now, as it is hard to make money when Beef is at this price. You must get 15 cents per pound for your shoulder cuts and 25 to 27½ cents for your Porterhouse or "T" Bone, if such is possible. Supply and demand must govern you in this.

The cutting of Beef properly is one of the secrets of success that practice only will perfect you in. Strive in all cases to cut smooth. Where you are asked for a 2-pound steak cut 2 pounds and not 2¼ or 2½ pounds, but in case you do cut over or under, if you don't use pennies, give and take, **better take when you can.** Have a clean box for your trimmings. They make good Hamburger and mixed sausage. If you have not a reduction plant and have the power, get a bone mill. Ground bone for poultry feed will always bring you from two to three cents per pound. It will make your bank book look better at the end of the month. If a customer wants a few bones for the dog or cat, just ask how much, 5c or 10c. Very few will expect them for nothing, and if they appreciate their pets, they should be able to pay for what they eat. When a lady buys a dress pattern, she doesn't ask the merchant to give her a pair of shoes for the kid.

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To Retail Extra Hind Quarters of Beef, Costing 7 Cents.

122 pounds Hind Quarter @ 7c, cost	$ 8.50
Plus 25 per cent.	2.14
	$10.68

33 pounds Round Steak @ 10c	$ 3.30
39 pounds Loin Steak @ 12c	4.68
15 pounds Rump @ 9c	1.35
7 pounds Back Round @ 7c	.49
10 pounds Shank @ 2c	.20
10 pounds Flank and Cod @ 4c	.40
5 pounds Suet @ 5c	.25
3 pounds Waste	.....
122 pounds Bringing	$10.67

These tables are for extra hinds and not by carcass.

To Retail Extra Hind Quarters of Beef, Costing 8 Cents.

122 pounds Hind Quarter @ 8c, cost	$ 9.76
Plus 25 per cent.	2.44
	$12.20

33 pounds Round Steak @ 11c	$ 3.63
39 ponuds Loin Steak @ 15c	5.85
15 pounds Rump Roast @ 9c	1.35
7 pounds Back Round @ 10c	.70
10 pounds Shank @ 2c	.20
10 ponuds Flank and Cod @ 4c	.40
5 pounds Suet @ 5c	.25
3 pounds Waste	.....
122 pounds Bringing	$12.38

Extra Hind Quarter, Costing 9 Cents.

122 pounds @ 9c, cost	$10.98
Plus 25 per cent.	2.75
	$12.73

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33 pounds Round Steak @ 13c	$ 4.29
39 pounds Loin Steak @ 17c	6.46
15 pounds Rump Roast @ 9c	1.35
7 pounds Back Round @ 10c	.70
10 pounds Shank @ 2c	.20
10 pounds Flank and Cod @ 5c	.50
5 pounds Suet @ 5c	.25
3 pounds Waste	.....
122 pounds Bringing	$13.75

Extra Hind Quarter, Costing 10 Cents.

122 pounds Hind Quarter @ 10c, cost	$12.20
Plus 25 per cent.	3.05
	$15.25

33 pounds Round Steak @ 15c	$ 4.95
39 pounds Loin Steak @ 19c	7.41
15 pounds Rump Steak @ 9c	1.35
7 pounds Back Round @ 10c	.70
10 pounds Shank @ 2c	.20
10 pounds Flank and Cod @ 5c	.50
5 pounds Suet @ 5c	.25
3 pounds Waste	.....
122 pounds Bringing	$15.36

Extra Hind Quarter, Costing 11 Cents.

122 pounds Hind Quarter @ 11c, cost	$13.42
Plus 25 per cent.	3.36
	$16.78

33 pounds Round Steak @ 17c	$ 5.61
39 pounds Loin Steak @ 20c	7.80
15 pounds Rump Steak @ 12c	1.80
7 pounds Back Round @ 10c	.70
10 pounds Shank @ 2c	.20
10 pounds Flank and Cod @ 5c	.50
5 pounds Suet @ 5c	.25
3 pounds Waste	.....
122 pounds Bringing	$16.86

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Extra Hind Quarter, Costing 12 Cents.

122 pounds Hind Quarter @ 12c, cost	$14.64
Plus 25 per cent.	3.66
	$19.30

33 pounds Round Steak @ 18c	$ 5.94
39 pounds Loin Steak @ 22½c	8.77
15 pounds Rump Roast @ 12c	1.80
7 pounds Back Round @ 12c	.84
10 pounds Shank @ 2c	.20
10 pounds Flank @ 5c	.50
5 pounds Suet @ 5c	.25
3 pounds Waste	.....
122 pounds Bringing.	$18.30

Extra Front Quarter of Beef, Costing 6 Cents.

128 pounds Front Quarter @ 6c, cost	$ 7.68
Plus 25 per cent.	1.92
	$ 9.60

29 pounds Rib @ 11c	$ 3.19
27 pounds Plate @ 5c	1.35
56 pounds Chuck @ 8c	4.76
5 pounds Neck @ 5c	.25
8 pounds Shank @ 2c	.16
3 pounds Waste	.....
128 pounds Bringing	$ 9.71

NOTE:—I have allowed for a small neck on all tables. Most butchers cut them larger than necessary. This good lean beef when you cannot sell it in boneless stews and boils will bring you 10 cents per pound in Hamburger steak, chili meat and mixed sausage or bologna. You must think of your sausage mill before you sell a piece of good meat at a bargain.

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Extra Front Quarter of Beef, Costing 7 Cents.

128 pounds Front Quarter @ 7c, cost	$ 8.54
Plus 25 per cent.	2.13
	$10.67

29 pounds Rib @ 12½c	$ 3.62
27 pounds Plate @ 6c	1.62
56 pounds Chuck @ 9c	5.04
5 pounds Neck @ 5c	.25
8 pounds Shank @ 2c	.16
3 pounds Waste	.....
128 pounds Bringing	$10.69

Extra Front, Costing 8 Cents.

128 pounds Front Quarter @ 8c, cost	$ 9.76
Plus 25 per cent.	2.44
	$12.20

29 pounds Rib @ 15c	$ 4.35
27 pounds Plate @ 7c	1.89
56 pounds Chuck @ 10c	5.60
8 pounds Shank @ 2c	.16
5 pounds Neck @ 5c	.25
3 pounds Waste	.....
128 pounds Bringing	$12.25

Extra Front, Costing 9 Cents.

128 pounds Front Quarter @ 9c, cost	$11.52
Plus 25 per cent.	2.88
	$14.40

29 pounds Rib @ 17½c	$ 5.07
27 pounds Plate @ 8c	2.16
56 pounds Chuck @ 12c	6.72
8 pounds Shank @ 2c	.16
5 pounds Neck @ 6c	.30
3 pounds Waste	.....
128 pounds Bringing	$14.41

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NOTE:—When you handle Front Quarters that cost 9c, it is out of high class beef—usually No. 1 native stuff. Your center cuts of Rib Roast should readily bring 20c per pound, the navel end of your Plate 10c, and your best Shoulder cuts 15c. It is not always necessary to sell for as low a margin as 25 per cent., even in this high priced beef. It costs lots of successful butchers 20 per cent. on the money received to do business, and few of them less than 15 per cent. Don't think that because your competitor is selling at a loss that you must too, for if he does, he hurts himself worse than he does you; more yet, he won't be a competitor long if he keeps this up, for he can't pay his bills, let alone yours. Cutting prices to where a butcher cannot make a decent profit is one of the most foolish things we have to contend with. If butchers were better educated as to what they should get for their stuff, and organized just a little, we would have very little trouble in this way.

To find your actual cost on any or all of your separate cuts of beef, deduct 20 per cent. from your selling price and it will give the same. You will notice that I figure the Shanks of beef very low, allowing only 72 cents for the 36 pounds in a carcass of beef, when in fact there is from 11 to 15 pounds of good lean meat on them if you will trim them out, and you will find they will bring from $1.00 to $1.50 in Hamburger, Mixed Sausage, Bologna, and in many other ways. Sell your meat by the pound—that's what we have scales for. This stops the soup-bone fiend, who expects and often gets 20 cents worth of lean beef on a 10-cent soup-bone. This will also make up for the rump soup-bone where you have to take it out of your Roast and other little trimmings where beef is handled slow.

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Veal

It makes me sad to think of selling Veal, as all of us know the millions of dollars it has cost the meat consumers of this country, and the few dimes of clear profit the retail butcher has gotten out of it. The average butcher doesn't even break even on Veal, besides, every time you handle a Veal you rob some butcher of the pleasure and profit of some day handling a good beef. More yet, you are selling something for which we can say nothing more than that it is tender. In my opinion it is void of flavor and nutriment, and doesn't even taste good without some foreign substance added. If it were not for the foolishness of killing so many little calves we would have plenty of cattle today to feed part of our billions of bushels of corn and thousands of tons of sugar beet pulp and many other things that comparatively go to waste; if we had the cattle this would make more and better beef. Further on in this book I will show you the decrease in the sales of beef cattle and the increase in the sale of calves from 1900 to 1910.

Mr. Butcher, it's up to you and me and **all of us,** to help right this wrong. If you know a remedy, **use it.** If we are forced to handle Veal, handle as little as possible, buy just as cheap as you can, and when you talk to a stock raiser, discourage him in vealing his calves. When you must sell Veal, charge a long profit, and in this way we can, in a very few years, have more and cheaper cattle.

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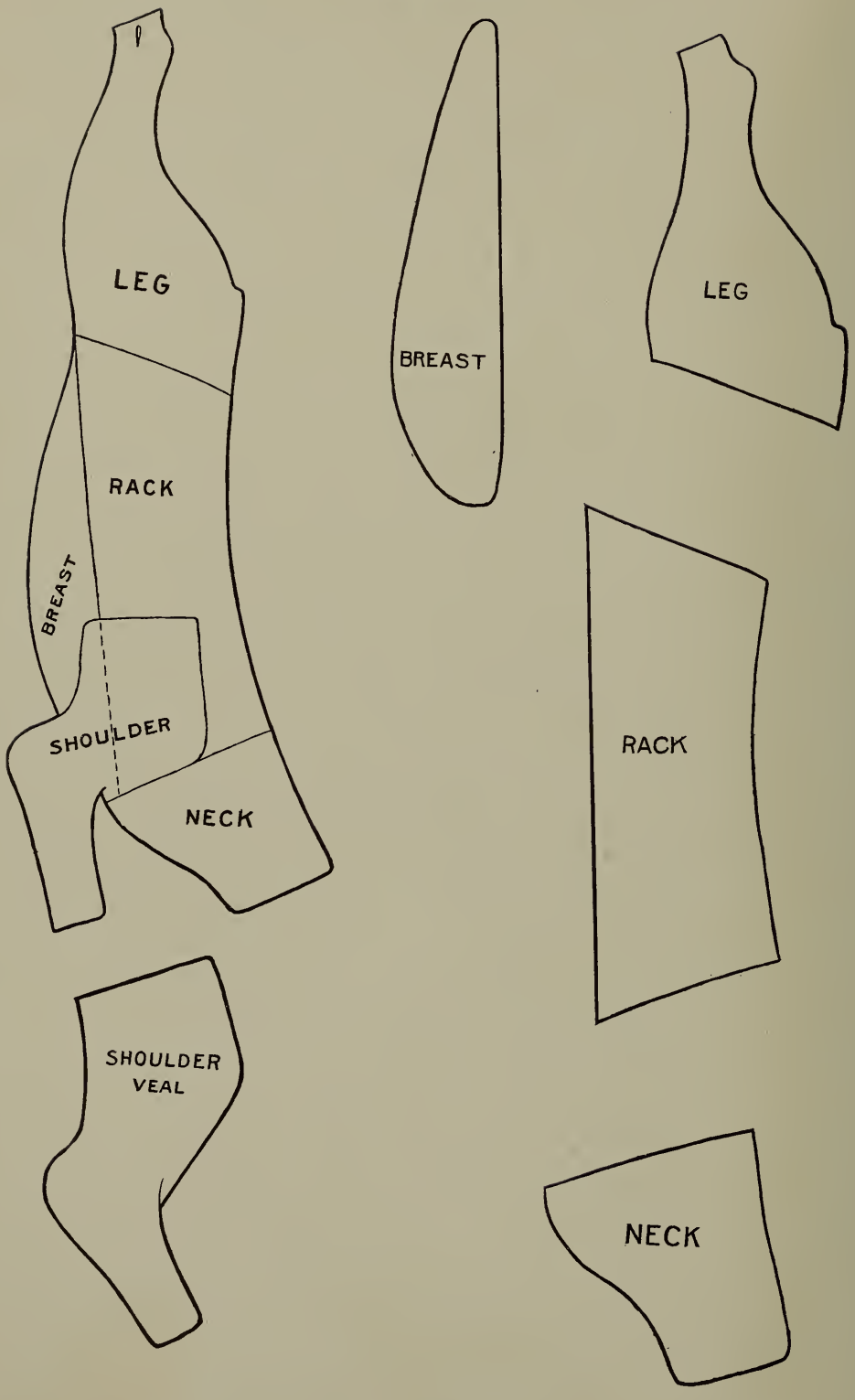
Veal Chart



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Here I Give You a Table on a 104-Pound Veal Calf in Good Flesh, Hog-Dressed.

104 pounds Veal @ 9c. cost	$ 9.36
Plus 25 per cent.	2.34
	$11.70

30 pounds Rack or Chops @ 15c	$ 4.50
14 pounds Round Steak @ 17½c	2.45
6 pounds Rump @ 12½c	.75
2 pounds Leg meat @ 10c	.20
6 pounds Bone @ —c	.10
16 pounds Shoulder @ 8c	1.28
8 pounds Breast @ 10c	.80
6 pounds Neck @ 8c	.48
12 pounds Hide @ 10c	1.20
4 pounds Waste	.....
104 pounds Bringing	$11.76

NOTE:—Veal should be cut as per diagram. Take care to sell the shoulders and breasts whole. When your rough cuts move slow, get more for your better cuts. It is never necessary to sell veal steak or your choice shops under 20 cents per pound, no matter how cheap you may buy veal. Sell as little as you can for all you can.

To Sell Veal at Wholesale.

104 pounds Veal @ 9c. cost	$ 9.36
Plus 25 per cent.	2.34
	$11.70

12 pounds Hide @ 10c	$ 1.20
45 pounds Hind Quarter @ 15c	6.75
47 pounds Front Quarter @ 8c	3.76
104 pounds Bringing	$11.71

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Buying Live Veal.

Experience must be your best teacher in this. In nearly all small towns and some of the larger ones, a large per cent. of the veal handled is bought by guess as to what it is worth, and take care that your lady customers don't out-guess you on a skim-milk Jersey, or your dairyman on his calf, as they usually milk before the calves are awake in the morning and again in the afternoon before the calf has come in from the meadow.

There is No Profit in a Poor Calf at Retail.

Veal calves will dress to live weight: Skim-milk calves will dress 100 to 200 pounds live weight; will hog-dress 62 to 68 to the 100 pounds. Grass calves, 100 to 200 pounds live; hog-dress 60 to 70 to the 100 pounds. Fat milk calves, live, 100 to 200 pounds; hog-dress 70 to 80 to the 100 pounds. Calves cost, live weight, as follows:

Skim Milk,	cost live	$0.04	dressed	$0.06
Skim Milk,	cost live	.05	dressed	.07½
Skim Milk,	cost live	.06	dressed	.09
Grass,	cost live	.04	dressed	.06¼
Grass,	cost live	.05	dressed	.07½
Grass,	cost live	.06	dressed	.10
Fat Milk,	cost live	.04	dressed	.05½
Fat Milk,	cost live	.05	dressed	.06¾
Fat Milk,	cost live	.06	dressed	.08½
Fat Milk,	cost live	.07	dressed	.09¾
Fat Milk,	cost live	.08	dressed	.11½

Your hearts, livers, brains and tongues will sometimes pay you for your time and expense in going to see the calves and the slaughter of same. Being on the ground, you are the only one who can figure your cost to buy.

Calf livers should readily bring you 15 cents per pound wholesale, or 20 cents retail. Sweetbreads from 35 to 50 cents per pound. Brains 10 cents per set. Tongue 10 to 20 cents each. In some places, by scalding and cleaning the head and feet of a calf, they will bring from 75 cents to $1.50 per set.

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Mutton

Mutton should at all times be cut as per diagram, taking care to lift the shoulder smoothly. With a little practice, this will be easy. Cut off the neck at the first rib, loin just below hip joint. Never cut legs, shoulders or breasts unless you are compelled to. If shoulders move slow, bone them and roll tight, pinning with small scewers about one inch apart; then cut it between each scewer, into chops. They will readily sell then at chop prices, or by sewing them instead of pinning, you can sell them for roasts, at the same price as legs. The same can be done with necks. This will not alter your results further than to pay you for your time and trouble.

NOTE:—It is seldom necessary to sell chops under 15 cents, or legs under 12½ cents. Use the saw instead of the cleaver in splitting down backs.

To Sell Mutton at Retail, Cost 7 Cents.

40 pounds Mutton @ 7c, cost	$ 2.80
Plus 25 per cent.	.70
	$ 3.50

11 pounds Leg @ 10c	$ 1.10
13 pounds Chops @ 11c	1.43
7 pounds Shoulder @ 8c	.56
3 pounds Neck @ 5c	.15
4 pounds Breast @ 7c	.28
2 pounds Waste	.....
40 pounds Bringing	$ 3.52

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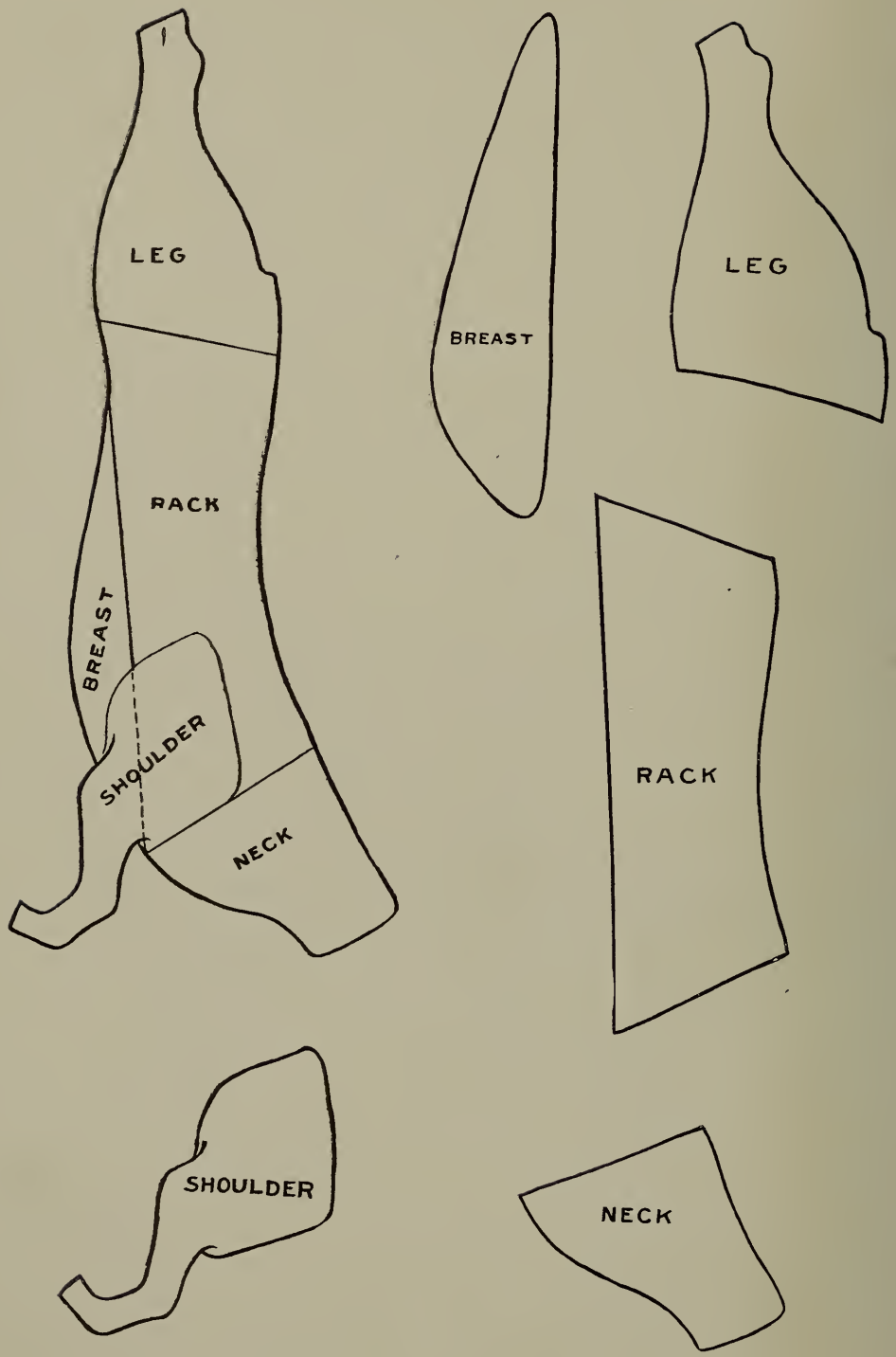
Mutton Chart



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To Sell 40 Pounds Mutton, Cost 8 Cents.

40 pounds Mutton @ 8c, cost	$ 3.20
Plus 25 per cent.	.80
	$ 4.00

11 pounds Leg @ 12c	$ 1.32
13 pounds Chops @ 12½c	1.63
7 pounds Shoulder @ 8c	.56
3 pounds Neck @ 6c	.18
4 pounds Breast @ 8c	.32
2 pounds Waste	.....
40 pounds Bringing	$ 4.01

To Sell 40 Pounds Mutton, Cost 9 Cents.

40 pounds Mutton @ 9c, cost	$ 3.60
Plus 25 per cent.	.90
	$ 4.50

11 pounds Leg @ 12½c	$ 1.38
13 pounds Chop @ 15c	1.95
7 pounds Shoulder @ 10c	.70
3 pounds Neck @ 6c	.18
4 pounds Breast @ 8c	.32
3 pounds Waste	.....
40 pounds Bringing	$ 4.53

NOTE:—When Mutton costs 7, 7½, 8, and 8½c, you can nearly always get the same prices as I give you on the 9-cent table. In doing this, it brings you a handsome profit, and there is always good money in fat sheep.

To Sell 40 Pounds Mutton, Cost 10 Cents.

40 pounds Mutton @ 10c, cost	$ 4.00
Plus 25 per cent.	1.00
	$ 5.00

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11 pounds Leg @ 15c	$ 1.65
13 pounds Chops @ 17½c	2.17
7 pounds Shoulder @ 10c	.70
3 pounds Neck @ 6c	.18
4 pounds Breast @ 8c	.32
3 pounds Waste	.....
40 pounds Bringing	$ 5.02

To Sell 40 Pounds Mutton, Cost 11 Cents.

40 pounds Mutton @ 11c, cost	$ 4.40
Plus 25 per cent.	1.10
	$ 5.50

11 pounds Leg @ 17c	$ 1.87
13 pounds Chops @ 18c	2.34
7 pounds Shoulder @ 12c	.84
3 pounds Neck @ 6c	.18
4 pounds Breast @ 8c	.32
2 pounds Waste	.....
40 pounds Bringing	$ 5.55

To Sell 40 Pounds Mutton, Cost 12 Cents.

40 pounds Mutton @ 12c, cost	$ 4.80
Plus 25 per cent.	1.20
	$ 6.00

11 pounds Leg @ 17½c	$ 1.93
13 pounds Chops @ 20c	2.60
7 pounds Shoulder @ 12½c	.87
3 pounds Neck @ 7c	.21
4 pounds Breast @ 10c	.40
3 pounds Waste	.....
40 pounds Bringing	$ 6.01

In buying sheep and lambs, experience must be your only and best teacher, for you only can know your cost to buy. You must take care to know the flesh and the length and quality of the wool, for this governs the price

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of pelts, which has much to do with the cost of your mutton and lambs. Sheep and lambs dress 50 to 60 pounds to the 100 pounds, live weight. Fifty-two per cent. is a safe figure the year round.

To Sell 33 Pounds Lamb, Cost 12 Cents.

33 pounds Lamb @ 12c, cost	$ 3.96
Plus 25 per cent.	.99
	$ 4.95
8 pounds Leg @ 17½c	$ 1.40
12 pounds Chops @ 20c	2.40
5 pounds Shoulder @ 12½c	.62
4 pounds Breast @ 10c	.40
2 pounds Neck @ 8c	.16
3 pounds Waste	.....
33 pounds Bringing	$ 4.98

Lambs should be cut the same as sheep. If you buy them from packers with back sets and fat on them, you must allow more waste. If you sell many sheep or lambs and have much suet, save it up until you have enough to render. Render it in open kettle and mould it into 1-pound bricks. Tell the trade you have it, and it will readily bring you from 10 to 15 cents per pound. This amount is better in your cash register than in the waste box.

To Sell 33 Pounds Lamb, Cost 13 Cents.

33 pounds Lamb @ 13c, cost	$ 4.29
Plus 25 per cent.	1.07
	$ 5.36
8 pounds Leg @ 17½c	$ 1.40
12 pounds Chops @ 22½c	2.70
5 pounds Shoulder @ 14c	.70
4 pounds Breast @ 10c	.40
2 pounds Neck @ 8c	.16
2 pounds Waste	.....
33 pounds Bringing	$ 5.36

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Save your sheep and lamb livers. They will bring as much at retail as calf livers, and are far superior in flavor and nutriment.

To Sell 33 Pounds Lamb, Cost 14 Cents.

33 pounds Lamb @ 14c, cost	$ 4.62
Plus 25 per cent.	1.15
	$ 5.77

8 pounds Leg @ 20c	$ 1.60
12 pounds Chops @ 23c	2.76
5 pounds Shoulder @ 15c	.75
4 pounds Breast @ 12½c	.50
2 pounds Neck @ 8c	.16
2 pounds Waste	.....
33 pounds Bringing	$ 5.77

To Sell 33 Pounds Lamb, Cost 15 Cents.

33 pounds Lamb @ 15c, cost	$ 4.95
Plus 25 per cent.	1.24
	$ 6.19

8 pounds Leg @ 22c	$ 1.75
12 pounds Chops @ 25c	3.00
5 pounds Shoulder @ 15c	.75
4 pounds Breast @ 12½c	.50
2 pounds Neck @ 8c	.16
2 pounds Waste	.....
33 pounds Bringing	$ 6.17

When lambs cost 15 cents per pound it is next to impossible to cut them in less than quarters and make any money. When they are more than 15 cents per pound they are usually small and are spring or fall lambs, and command a fancy price, and will sell in quarters. Cut them one rib on hind, to hold the flank and keep it from drawing up. Lambs that are over this table in weight, up to 40 pounds, or under to 20 pounds, will increase or decrease on each cut so as not to change the result.

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To Retail Spring Lambs, Cost 16 Cents.

21 pounds @ 16c, cost	$ 3.36
Plus 25 per cent.	.84
	$ 4.20

10 pounds Hind Quarter @ 25c	$ 2.50
10 pounds Front Quarter @ 17c	1.70
1 pound Waste	.....
21 ponuds Bringing	$ 4.20

The supply and demand must govern your selling price on these cuts.

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The Hog and It's Products

There could be volumes written about this little scavenger, and the half would not be told of its proven merit as a food product or its possibilities as a money-maker to both the grower and the butcher, for pork and its by-products enter into 90 per cent. of all the meals consumed by the American people each day. With all due respects to our vegetarian friends and competitors, they have yet to discover something that is the equal of good lard as a shortening. No like product has as yet approached it close enough to even be called a neighbor. No breakfast cereal made will tickle the palate or appease the hunger of a real human the same as a little crisp bacon or a nice slice of a good sugar cured ham.

The growing of hogs is very easy with a little study, and practice, and you can grow them almost anywhere successfully and at a profit, for they will eat almost anything and grow and fatten on any food product that has an alcoholic base. If they have a clean, dry place to sleep and clean, fresh water to drink, they will rustle for their own food, if they are put where it can be found. I will not dwell on this longer, as few butchers are hog growers, but will say here that cholera is the hog's worst enemy. Nine times out of ten, when he gets this he will cross the divide. I will here give you an inexpensive preventative and antidote for this dreaded disease: Use carbolic acid where hogs are kept in pens. They should

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have a little mixed with water and the pens sprinkled as often as once a week. Crude carbolic acid will do for this. In feeding hogs swill or slop, see that they get about 10 drops to the average hog, about three or four times per month at regular intervals. If you will do this you may put an infected hog in with them and they will not contract it. I have known hundreds to be cured after they were infected, by giving them 10 drops two or three times the first twenty-four hours, then a dose a day until they are well. Often the hair will come off after they are well. A good, safe way to give it is to take a piece of fat bacon, an inch, cut in cube shape. Cut a hole in the center and drop in the acid, closing up with a piece of fat, and he will eat it if not too far gone. Never drench a hog; often any liquid, even clean water, forced down a hog will produce sudden death. **Try this and you will always thank "The Retail Butcher."**

To Sell Pork—150-Pound Hog.

I have selected this as the weight, as all of these tables have been made on hogs that weigh from 100 pounds to 200 pounds. As a hog decreases in weight down to 100 pounds, or increases up to 200 pounds, the cuts will decrease or increase. Of course there are extremes both ways, but this must be left to the butcher who handles it. These figures are on good, over-age fat packers. The per cent. of lard the fat in a hog will render depends largely upon the flesh the hog is in. Corn and pea-fed hogs are, as a rule, the most profitable to handle. Never pack hams or bacon from a grass or swill-fed hog unless you have finished him on corn or peas for at least thirty days.

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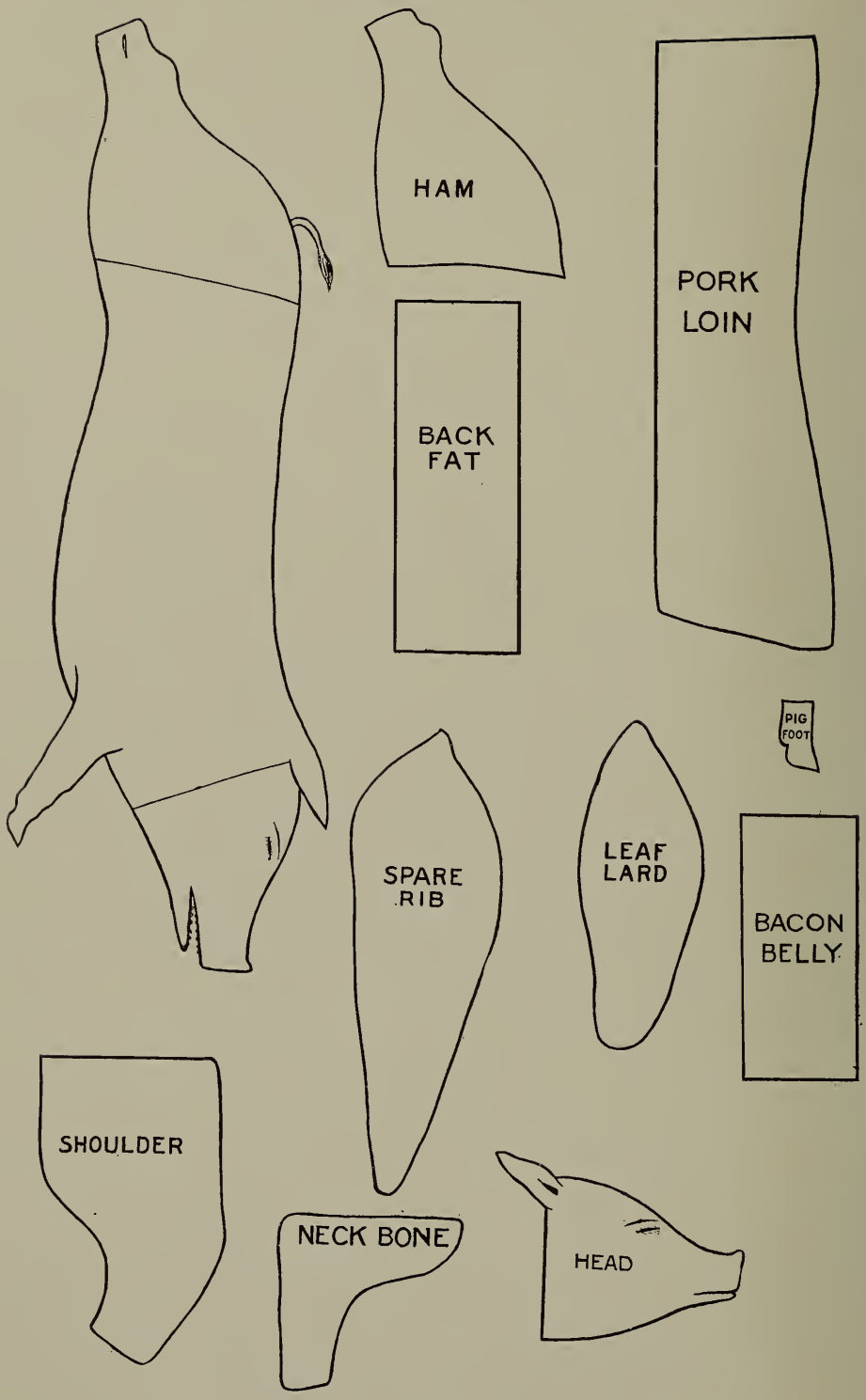
Hog Chart



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To Retail a 150-Pound Hog, Cost 7 Cents, Dressed.

150 pounds @ 7c, cost	$10.50
Plus 25 per cent.	2.62
	$13.12

28 pounds Ham @ 12½c	$ 3.50
24 pounds Sholder @ 8c	1.92
18 pounds Pork Loins @ 10c	1.80
16 pounds Bacon Bellies @ 12½c	2.00
22 pounds Back Fat @ 8c	1.76
6 pounds Leaf Lard @ 10c	.60
10 pounds Head @ 5c	.50
5 pounds Feet @ 2c	.10
12 pounds Trimmings @ 7c	.84
4 pounds Spare Ribs @ 8c	.32
3 pounds Neck Bones @ 4c	.12
2 pounds Waste	.....
150 pounds Bringing	$13.46

NOTE:—Hams trimmed properly to pickle will weigh 24 to 25 pounds. In this case you must add 4 pounds to your trimmings, 28 cents, and 1 cent per pound to the cost of your hams, 24 cents. This will give the difference.

To Sell a 150-Pound Dressed Hog, Cost 8 Cents.

150 pounds @ 8c, cost	$12.00
Plus 25 per cent.	3.00
	$15.00

28 pounds Ham @ 14c	$ 3.92
24 pounds Shoulder @ 9c	2.16
16 pounds Bacon Bellies @ 14c	2.24
18 pounds Pork Loins @ 11c	1.98
22 pounds Back Fat @ 9c	1.98
6 pounds Leaf Lard @ 11c	.66
10 pounds Head @ 5c	.50
5 pounds Feet @ 2c	.10
12 pounds Trimmings @ 8c	.96
4 pounds Spare Ribs @ 9c	.36
3 pounds Neck Bones @ 5c	.15
2 pounds Waste	.....
150 pounds Bringing	$15.01

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NOTE:—These tables are made to sell pork fresh. If you should pickle hams or bacon to sell smoked, you must figure your time and expense. To pickle them, the cost for refrigeration and the interest on your capital while they lay in pickle must be taken into consideration. You will find on pages 59, 60 and 61 tables showing the approximate cost of same. If you are in a locality where it pays you to put up Dry Salt Extras you should not divide your bacon bellies and fat back. In this priced hog you have 38 pounds fresh Extra that represents an actual cost to you of $3.16, plus your time for cutting same, for which you must get $4.22. They cannot be sold for less than 12 cents a pound after they are cured, and this will enable you to realize your profit of 25 per cent. See Cured Meat and recipes for curing same.

To Sell a 150-Pound Hog, Cost 9 Cents.

150 pounds @ 9c, cost	$13.50
Plus 25 per cent.	3.37
	$16.87

25 pounds Ham @ 16c	$ 4.48
24 pounds Sholder @ 11c	2.64
16 pounds Bacon Bellies @ 14c	2.24
18 pounds Pork Loins @ 12½c	2.25
22 pounds Back Fat @ 10c	2.20
6 pounds Leaf Lard @ 12½c	.75
10 pounds Head @ 6c	.60
5 pounds Feet @ 2c	.10
12 pounds Trimmings @ 9c	1.08
4 pounds Spare Ribs @ 10c	.40
3 pounds Neck Bones @ 5c	.15
2 pounds Waste	.....
150 pounds Bringing	$16.89

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To Sell a 150-Pound Hog, Cost 10 Cents.

150 pounds @ 1c, cost	$15.00
Plus 25 per cent.	3.75
	$18.75

28 pounds Ham @ 17c	$ 4.76
24 pounds Shoulder @ 12½c	3.00
16 pounds Bacon Bellies @ 17c	2.72
18 pounds Pork Loins @ 14c	2.52
22 pounds Back Fat @ 11c	2.42
6 pounds Leaf Lard @ 12½c	.75
10 pounds Head @ 7c	.70
5 pounds Feet @ 5c	.25
12 pounds Trimmings @ 10c	1.20
4 pounds Spare Ribs @ 12c	.48
3 pounds Neck Bones @ 6c	.18
2 pounds Waste	.....
150 pounds Bringing	$18.98

NOTE:—On these high-priced hogs you must figure to get more out of your inferior cuts. Supply and demand must govern you in this. If you are forced to cure hams and bacon, you will see that at this price for the green stock, it will make your cost pretty high on the finished product. When hogs are 10 cents or over, most butchers buy their pork cuts from the packers. One reason for this is that they are not educated to handle it profitably (and it is best too if they are not equipped with the proper machinery to make good lard and good sausage). This is also the case with even those who are properly equipped, but who do not stop to consider that they must pay the packer a profit on the man's time who cuts the hog up. It is much better though to become master of your business and keep that money in the family. You must know and act when you cut this priced pork. **Better be sure than ashamed.**

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To Sell a 150-Pound Hog, Cost 11 Cents.

150 pounds @ 11c, cost	$16.50
Plus 25 per cent.	4.12
	$20.62

28 pounds Ham @ 17½c	$ 4.90
24 pounds Shoulder @ 14c	3.36
16 pounds Bacon Bellies @ 18c	2.88
18 pounds Pork Loins @ 16c	2.88
22 pounds Back Fat @ 12½c	2.75
6 pounds Leaf Lard @ 15c	.90
10 pounds Head @ 8c	.80
5 pounds Feet @ 5c	.25
12 pounds Trimmings @ 10c	1.20
4 pounds Spare Ribs @ 13c	.52
3 pounds Neck Bones @ 7c	.21
2 pounds Waste	.....
150 pounds Bringing	$20.65

To Sell a 150-Pound Hog, Cost 12 Cents.

150 pounds @ 12c, cost	$18.00
Plus 25 per cent.	4.50
	$22.50

28 pounds Ham @ 18c	$ 5.04
24 pounds Shoulder @ 15c	3.60
16 pounds Bacon Bellies @ 19c	3.04
18 pounds Pork Loins @ 18c	3.24
22 pounds Back Fat @ 15c	3.30
6 pounds Leaf Lard @ 17c	1.02
10 pounds Head @ 9c	.90
5 pounds Feet @ 5c	.25
12 pounds Trimmings @ 11c	1.32
4 pounds Spare Ribs @ 15c	.60
3 pounds Neck Bones @ 7c	.21
2 pounds Waste	.....
150 pounds Bringing	$22.52

Beyond this price I have had no experience, and if such shuold befall me, back to the farm with the pigs for me!

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Poultry

This is one of the most profitable things handled by the butcher, especially if he is fixed so he can feed the same to fatten. All kinds of poultry is easily fattened for the market if instructions given here are followed.

To Fatten Poultry

No matter how poor, they can be fattened, if they are healthy. Put them in clean pens, not crowding too much. Arrange perch poles from ¾ to 1 inch in diameter, enough to accommodate all of them at night. Cover the floor with sand or clay so you can keep it packed hard. If possible, get screenings from rock crusher; if not, get coarse sand or gravel. Keep a good supply in a trough in the pens, taking care to wet it occasionally with clean water and keep plenty of clean fresh water for them to drink. Sweep your floors clean two or three times a week. It won't do to allow filth to accumulate where they are confined. **Feed as follows:** The first day see that they get some ground bone, lean meat scraps, liver, or block scrapings. Take care that you don't feed too much of this. By watching their droppings you can tell how much of this food to feed as it acts as a laxative. For the morning and noon meals feed all the mash they will eat, made from corn meal or corn chops, wheat bran, cracked peas or beans, or all of these wet and mixed to a thick dough. You may add to this a few rock screenings or fine gravel. At night feed them all the whole corn, wheat or oats they will eat. By feeding in this way in six to nine days you can put all the fat on them they will carry. After the ninth day all you feed them is a loss as they cannot put on any more weight.

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If they are infested with lice or mites, wet an oat sack or two with crude petroleum or coal oil and hang it up so that they must pass under it to get water, having it low enough so that their backs must brush against it as they pass under or through. By doing this you can rid any flock of chickens or turkeys of lice in a day or two, and at the same time not disturbe them in the least.

To fatten turkeys, feed the same as chickens, only add ground glass to their mash instead of gravel. If you can't get the ground glass, get old bottles or earthenware, beat it up as fine as you can, and feed this to them instead. (This is meant for turkeys only.) In this way nine to twelve days will fatten a turkey all he will carry, at the same time giving their meat a rich, creamy appearance that no other method known will do. When it is convenient, feed a little ground alfalfa, waste vegetables or grass. Ducks and geese are fed the same way as chickens successfully.

Don't mix a separate shipment with your stock that is already on feed. Have separate pens.

To Dress Poultry.

Shrink for at least twelve hours before killing. Have the water hot, not quite boiling. Stick in neck, just back of head and sever artery, or cut across roof of the mouth. Throw a little lime in the scalding vat, as this will whiten the skin; pick while hot; dip back into hot water two or three times, then put into a tub of ice water, the colder the better. Allow them to cool thoroughly before packing. This gives the bird an attractive appearance, and it is easy to sell good poultry at a good price.

In killing ducks and geese, always pick the breast dry, as water won't easily penetrate the breast feathers. Then scald the same as chickens or turkeys; wrap them in hot wet burlap (old sacks will do) and let them steam ten or fifteen minutes. This will shrink the large feathers and make them dress easy.

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Chickens, ducks and geese will half-dress—blood out and feathers off: Medium fat will half-dress 85 to 90 lbs. per 100 lbs., live weight. Good fat will half-dress 88 to 94 lbs. per 100 lbs., live weight. Medium fat will full-dress 80 to 85 lbs. per 100 lbs., live weight. Good fat will full-dress 85 to 90 lbs. per 100 lbs., live weight.

Fowl cost	$0.07	alive.....	half-dressed	$0.08
Fowl cost	.08	alive.....	half-dressed	.09¼
Fowl cost	.09	alive.....	half-dressed	.10¾
Fowl cost	.10	alive.....	half-dressed	.11¾
Fowl cost	.11	alive.....	half-dressed	.13
Fowl cost	.12	alive.....	half-dressed	.14¼
Fowl cost	.13	alive.....	half-dressed	.15½
Fowl cost	.14	alive.....	half-dressed	.16½
Fowl cost	.15	alive.....	half-dressed	.17¾

In dressing ducks and geese, add 1 cent per pound to cost on these tables. Dry, assort and put the feathers away—they are worth money.

Fowl cost	$0.08	alive.....	full-dressed	$0.08½
Fowl cost	.08	alive.....	full-dressed	.09¾
Fowl cost	.09	alive.....	full-dressed	.11¼
Fowl cost	.10	alive.....	full-dressed	.12½
Fowl cost	.11	alive.....	full-dressed	.13½
Fowl cost	.13	alive.....	full-dressed	.16
Fowl cost	.14	alive.....	full-dressed	.17¼
Fowl cost	.15	alive.....	full-dressed	.18½

To Sell Poultry at Retail to Realize 25% Profit.

100 pounds Fowl @ 8c	$ 8.00
Plus 25 per cent.	2.00
100 pounds Fowl @ 10c	$10.00

NOTE:—If they are kept iced they will not shrink, but if carried in cold rooms, refrigerators, displayed on counters or hung on racks, allow 5 per cent. shrinkage. In this case you have 95 pounds, sell at 10½ cents, bringing $9.97½.

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100 pounds Fowl @ 9c, cost .....$ 9.00
Plus 25 per cent. 2.25

$11.25

100 pounds Fowl @ 11½c $11.50

If shrinkage is allowed, 95 pounds at 12 cents would be $11.40.

100 pounds Fowl @ 10c, cost $10.00
Plus 25 per cent. 2.50

$12.50

Sell—
100 pounds @ 12½c $12.00
95 pounds @ 13¼c 12.59

100 pounds Fowl @ 11c $11.00
Plus 25 per cent. 2.75

$13.75

Sell—
100 pounds @ 13¾c $13.75
95 pounds @ 14½c 13.77

100 pounds Fowl @ 12c, cost $12.00
Plus 25 per cent. 3.00

$15.00

Sell—
100 pounds @ 15c $15.00
95 pounds @ 16c 15.20

100 pounds Fowl @ 13c, cost $13.00
Plus 25 per cent. 3.25

$16.25

Sell—
100 pounds @ 16¼c $16.25
95 pounds @ 17c 16.25

100 pounds Fowl @ 14c, cost $14.00
Plus 25 per cent. 3.50

$17.50

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100 pounds @ 17½c $17.50
95 pounds @ 18½c 17.57

Sell—
100 pounds Fowl @ 15c, cost $15.00
Plus 25 per cent. 3.75

$18.75

Sell—
100 pounds @ 17¾c $17.75
95 pounds @ 18¾c 17.33

100 pounds Fowl @ 16c, cost $16.00
Plus 25 per cent. 4.00

$20.00

Sell—
100 pounds @ 20c $20.00
95 pounds @ 21c 19.95

100 pounds Fowl @ 17c, cost $17.00
Plus 25 per cent. 4.25

$21.25

Sell—
100 pounds @ 21¼c $21.25
95 pounds @ 22½c 21.37

100 pounds Fowl @ 18c, cost $18.00
Plus 25 per cent. 4.50

$22.50

Sell—
100 pounds @ 22½c $22.50
95 pounds @ 23¾c 22.56

100 pounds Fowl @ 19c, cost $19.00
Plus 25 per cent. 4.75

$23.75

Sell—
100 pounds @ 23¾c $23.75
95 pounds @ 25c 23.75

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100 pounds Fowl @ 20c, cost $20.00
Plus 25 per cent. 5.00

$25.00

Sell—
100 pounds @ 25c $25.00
95 pounds @ 25¼c 24.95

100 pounds Fowl @ 21c, cost $21.00
Plus 25 per cent. 5.25

$26.25

Sell—
100 pounds @ 26¼c $26.25
95 pounds @ 27½c 26.22

100 pounds Fowl @ 22c, cost $22.00
Plus 25 per cent. 5.50

$27.50

Sell—
100 pounds @ 27½c $27.50
95 pounds @ 29c 27.55

100 pounds Fowl @ 23c, cost $23.00
Plus 25 per cent. 5.75

$28.75

Sell—
100 pounds @ 28¾c $28.75
95 pounds @ 30¼c 28.74

100 pounds Fowl @ 24c, cost $24.00
Plus 25 per cent. 6.00

Sell— $30.00
100 pounds @ 30c $30.00
95 pounds @ 31½c 29.92

100 pounds Fowl @ 25c, cost $25.00
Plus 25 per cent. 6.25

Sell— $31.25
100 pounds @ 31¼c $31.25
95 pounds @ 33c 31.35

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Now, Mr. Butcher, how many of you average 25 per cent. on all the poultry you handle? Rest assured that these figures are facts and were made when I was selling poultry the same as you are today. They were jotted down on wrapping paper, bill heads, etc., and taken home with me at night, hence this information. Figures can't lie! If you cannot get the price, get out of the business. Don't waste your time and capital spoiling the business of another man who knows how to sell goods. Dress your poultry often and sell it while it is fresh. If through carelessness you let one go to the waste box you must sell the rest of the lot at an advanced price to overcome the loss. In such a case you cannot compete as your competitor don't have to raise his price to account for your mistakes.

Freezing Poultry.

If you would freeze poultry, take care that it is No. 1 stock, half dressed. Place in clean barrels or boxes with vent holes in same to allow the air to circulate through them. Pack your fowls tight in the boxes, back down, wings folded natural, head and feet straightened out. When taken out of the freezer to sell, thaw them out in vats or barrels of cold water. When thoroughly thawed, dry with a clean cloth. Few buyers can tell the difference between them and fresh stock.

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To Sell Smoked Hams and Bacon at Retail

These vary as to shrinkage as the methods of handling differ. Smoked hams and bacon, if kept in a refrigerator, will not shrink, but if exposed to the open air, as they are when hung on display racks, stocked on counters, displayed in show windows, etc., they will shrink 5 per cent. You buy 100 pounds ham and sell 95 pounds. In high altitudes allow 7 per cent.

100 pounds Ham or Bacon @ 10c, cost.....$10.00
Plus 25 per cent. 2.50

$12.50

95 pounds Sell @ 13¼c $12.59

If handled quickly you may sell at 13 cents. You must bear in mind that on 100 pounds of 12-pound average hams you must give good weight to your customer eight times, while you have only received it once on the whole sack. Here you have 1 pound of sack, and often, if your hams are wrapped, 2 pounds of paper, that won't bring anything. When possible, buy your hams and bacon loose and unwrapped. This does away with the packers' profit on burlap and cheap paper.

100 pounds Ham or Bacon @ 11c, cost.....$11.00
Plus 25 per cent. 2.75

$13.75

95 pounds Sell @ 14¼c $13.77

100 pounds Ham or Bacon @ 12c, cost.....$12.00
Plus 25 per cent. 3.00

$15.00

95 pounds Sell @ 15¾c $14.95

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100 pounds Ham or Bacon @ 13c, cost.....$13.00
Plus 25 per cent. 3.25

$16.25

95 pounds Sell @ 17c $16.15

100 pounds Ham or Bacon @ 14c, cost.....$14.00
Plus 25 per cent. 3.50

$17.50

95 pounds Sell @ 18½c $17.57

100 pounds Ham or Bacon @ 15c, cost.....$15.0
Plus 25 per cent. 3.75

$18.75

95 pounds Sell @ 19¾c $18.76

100 pounds Ham or Bacon @ 16c, cost.....$16.00
Plus 25 per cent. 4.00

$20.00

95 pounds Sell @ 21c $19.95

100 pounds Ham or Bacon @ 17c, cost.....$17.00
Plus 25 per cent. 4.25

$21.25

95 pounds Sell @ 22c $21.40

100 pounds Ham or Bacon @ 18c, cost.....$18.00
Plus 25 per cent. 4.50

$22.50

95 pounds Sell @ 23½c $22.32

100 pounds Ham or Bacon @ 19c, cost.....$19.00
Plus 25 per cent. 4.75

$23.75

95 pounds Sell @ 25c $23.75

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100 pounds Ham or Bacon @ 20c, cost.....$20.00
Plus 25 per cent. 5.00

$25.00

95 pounds Sell @ 26¼c $24.94

100 pounds Ham or Bacon @ 21c, cost.....$21.00
Plus 25 per cent. 5.25

$26.25

95 pounds Sell @ 27¾c $26.36

100 pounds Ham or Bacon @ 22c, cost.....$22.00
Plus 25 per cent. 5.50

$27.50

95 pounds Sell @ 29c $27.55

If hams or bacon are bought unwrapped it is safe to sell from ¼ to ½ a cent under these tables. Parchment paper or paraffine-wrapped stock will shrink not over 3 per cent. If sold in original package you are safe in selling these from ½ to 1 cent under these tables. The high or low cost of goods must govern this.

To Sell Sliced Hams.

In buying hams or bacon to slice, take care to buy No. 1 well-trimmed stock.

15 pounds Ham @ 10c, cost .....$ 1.50
Plus 25 per cent. ..... .37

$ 1.87

11 pounds Sliced Ham @ 15c .....$ 1.65
2½ pounds Shank @ 7c ..... .17
1 pound Rump end @ 7c ..... .07
½ pound Shrinkage and Waste ....

15 pounds Bringing .....$ 1.89

NOTE:—It is seldom necessary to sell your sliced ham under 20 cents, no matter how cheap you buy.

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15 pounds Ham @ 11c, cost 1.65
Plus 25 per cent. ..... .41

$ 2.06

11	pounds Sliced Ham @ 17c	$ 1.92
2½	pounds Shank @ 7c	.17
1	pound Rump @ 7c	.07
½	pound Shrinkage and Waste	....
15	pounds Bringing	$ 2.16

15 pounds Ham @ 12c, cost .....$ 1.80
Plus 25 per cent. ..... .45

$ 2.25

11	pounds Sliced Ham @ 18c	$ 1.98
2½	pounds Shank and Rump @ 8c	.28
½	pound Shrinkage and Waste	....
15	pounds Bringing	$ 2.26

15 pounds Ham @ 13c, cost .....$ 1.95
Plus 25 per cent. ..... .49

$ 2.44

11	pounds Sliced Ham lb 20c	$ 2.20
3½	pounds Shank and Rump @ 8c	.28
½	pound Waste	....
15	pounds Bringing	$ 2.48

15 pounds Ham @ 14c. cost .....$ 2.10
Plus 25 per cent. ..... .52

$ 2.62

11	pounds Sliced Ham @ 22c	$ 2.42
3½	pounds Shank and Rump @ 8c	.28
½	pound Shrinkage and Waste	....
15	pounds Bringing	$ 2.70

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15 pounds Ham @ 15c, cost ..... $ 2.25
Plus 25 per cent. ..... .56

$ 2.81

11 pounds Sliced Ham @ 23c ..... $ 2.53
3½ pounds Shank and Rump @ 10c ..... .35
½ pound Shrinkage and Waste ....

15 pounds Bringing ..... $ 2.88

15 pounds Ham @ 16c, cost ..... $ 2.40
Plus 25 per cent. ..... .60

$ 3.00

11 pounds Sliced Ham @ 25c ..... $ 2.75
3½ pounds Shank and Rump @ 10c ..... .35
½ pound Shrinkage and Waste ....

15 pounds Bringing ..... $ 3.10

15 pounds Ham @ 17c, cost ..... $ 2.55
Plus 25 per cent. ..... .64

11 pounds Sliced Ham @ 26c ..... $ 2.86
3½ pounds Shank and Rump @ 10c ..... .35
½ pound Waste ....

15 pounds Bringing ..... $ 3.21

15 pounds Ham @ 18c, cost ..... $ 2.70
Plus 25 per cent. ..... .67

$ 3.75

11 pounds Sliced Ham @ 27½c ..... $ 3.02
3½ pounds Shank and Rump @ 10c ..... .35
½ pound Waste ....

15 pounds bringing ..... $ 3.37

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15 pounds Ham @ 19c, cost ..... $ 2.85
Plus 25 per cent. ..... .71

$ 3.56

11	pounds Sliced Ham @ 29c	$ 3.24
3½	pounds Shank and Rump @ 10c	.35
½	pound Shrinkage and Waste	....
15	pounds Bringing	$ 3.59

15 pounds Ham @ 20c, cost ..... $ 3.00
Plus 25 per cent. ..... .75

$ 3.75

11	pounds Sliced Ham @ 30c	$ 3.30
3½	pounds Shank and Rump @ 12c	.42
½	pound Shrinkage and Waste	....
15	pounds Bringing	$ 3.72

To Sell Sliced Bacon, add 2 to 5 cents per pound to whole slab price. If you cut well-trimmed stock your waste is very small.

To Sell Boiled Ham

10 pounds Boiled Ham @ 15c, cost ..... $ 1.50
Plus 25 per cent. ..... .37

$ 1.87

8½	pounds Sliced Ham @ 21c	$ 1.78
1	pound Shank @ 10c	.10
½	pound Waste	....
10	pounds Bringing	$ 1.88

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10 pounds Boiled Ham @ 17c, cost ..... $ 1.70
Plus 25 per cent. ..... .42

$ 2.12

8½ pounds Boiled Ham @ 25c ..... $ 2.12
1 pound Shank @ 10c ..... .10
½ pound Waste ....

10 pounds Bringing ..... $ 2.22

10 pounds Boiled Ham @ 19c, cost ..... $ 1.90
Plus 25 per cent. ..... .47

$ 2.37

8½ pounds Sliced Ham @ 26c ..... $ 2.21
1 pound Shank @ 10c ..... .10
½ pound Waste ....

10 pounds Bringing ..... $ 2.31

10 pounds Boiled Ham @ 21c, cost ..... $ 2.10
Plus 25 per cent. ..... .52

$ 2.62

8½ pounds Sliced Ham @ 30c ..... $ 2.55
1 pound Shank @ 10c ..... .10
½ pound Waste ....

10 pounds Bringing ..... $ 2.65

10 pounds Boiled Ham @ 23c, cost ..... $ 2.30
Plus 25 per cent. ..... .57

$ 2.87

8½ pounds Sliced Ham @ 32½c ..... $ 2.76
1 pound Shank @ 10c ..... .10
½ pound Waste ....

10 pounds Bringing ..... $ 2.86

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10 pounds Boiled Ham @ 25c, cost	$ 2.50
Plus 25 per cent.	.62
	$ 3.12

8½ pounds Sliced Ham @ 35c	$ 2.97
1 pound Shank @ 10c	.10
½ pound Waste	....
10 pounds Bringing	$ 3.07

NOTE:—Few Butchers make their own boiled hams, as it don't pay to make them when you can buy a better ham from the packer at the cost of making. If you sell much boiled ham and sliced bacon buy one of the improved Slicers, preferably the Name of Slicer to Come. They will soon pay for themselves, as no butcher can slice so satisfactorily by hand.

To Find Cost of Cured Meats.

You alone can determine this, as it depends upon whether you must have refrigeration or not. The cost and rate of interest on your money while they are in pickle, and the labor you use in handling same. Hams and shoulders will lose from pickled to smoked, from 6 to 8 per cent.; bacon will lose from 7 to 10 per cent. For example:

100 lbs. Pickled Hams cost 12c	$12.00
92 lbs. Pickled Hams @ 13c, cost	$11.96

It is usually safe to add 1 cent per pound from pickled to smoked on hams, bacon and shoulders that cost under 12 cents. Over 12 cents, add 1½ cents. If you canvas or wrap them, the added weight will often more than pay for the material and labor used.

Never buy canvased hams or bacon to slice.

To Cure Fancy Hams.

Take care in selecting your hams to get them, if possible, of a uniform size. Use the same method as for curing fancy bacon, only rub the face of your hams good with salt and saltpeter. Inject a little saltpeter into the mar-

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row of the bone; pack in barrels or vates the same as bacon, only use more of the pickle. Let stand for from 40 to 60 days. This depends on the weight of your hams. Take out of brine, soak in plenty of fresh water 24 hours; scrub with brush and smoke from 2 to 3 days, smoke over a slow fire. For smoke wood, use corn cobs or hardwood, hickory is the best. No hams will keep longer or command a better price than those handled in this way. You may call them any name you choose. No pork packer in America can make a better ham. Farmers and stockmen who cure their own hams, will find this far superior to the old-style dry salt hams.

To Cure Fancy Bacon.

Take 10 pounds salt; 5 pounds brown cane sugar; 2 ounces pulverized saltpeter; ¼ pound ground white pepper. Mix them thoroughly, cover bottom of barrel ½-inch thick with this. Then put layer of bacon; press down; then cover ¼ inch thick with this paste. Slightly dampen with water, and so on until you have your barrel full. Weigh down and let stand 20 to 40 days. This depends upon the weight of your bacon. This will of itself make a thick brine and cures the finest flavored and best keeping bacon before the public today. **There is none superior to this.**

To Cure Bacon—To Smoke.

Make brine the same as for hams. Stand bacon on edge in barrels. Cover with brine; let stand for 10 days. Change brine. Let stand 10 days more. 8 to 12-pound average bacon will cure in 20 days; 12 to 16-pound average bacon in 30 days. One change of brine is usually enough for bacon. Take out of brine, soak in fresh water for 24 hours. Scrub with soft brush or coarse cloth. Hang up to drain for 12 hours, then smoke over a slow fire for 24 hours.

Hams and bacon, from pickle to smoke, will shrink from 7 to 10 per cent.

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To Sweet-Pickle Hams.

See that you have good, pure water. Water that contains alkali will not do. If you have any doubts as to the water, better have an analysis made. Make a brine strong enough to float a fresh egg or a potato; let it settle and skim off top until clear of foam. To each 10 gallons of brine add 5 pounds brown cane sugar; 1½ ounces saltpeter. If your hams are large, run a testing awl into the center two or three times so brine will readily go to the bone. Rub a little salt and saltpeter on face of your hams and pack in barrels face up. Cover with brine; weight down so brine will cover. If weather is not cold, put in refrigeration. Let stand 10 to 12 days. Take out; make new brine same as before; stand on edge for 15 days, then change again as before and let stand 15 days more. If the hams are large, it will take from 40 to 60 days to cure them. If small, will cure in 30 days.

To Smoke—Take out of brine, soak in fresh water for 24 hours, then scrub them with a brush. Hang up for a day to drain, then smoke over a slow fire for 48 hours or a little longer if the weather is hot.

To Cut and Sell Extra Beef Rounds, Rump.

68 pounds Round @ 6c, cost	$ 4.08
Plus 25 per cent.	1.02
	$ 5.10

35 pounds Round Steak @ 10c	$ 3.50
12 pounds Rump Roast @ 7c	.84
6 pounds Back Round @ 7c	.42
6 pounds Shank Bone	.05
2 pounds Rump Soup Bone @ 2½c	.05
4 pounds Lean Meat @ 6c	.24
3 pounds Waste	....
68 pounds Bringing	$ 5.10

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68 pounds Round @ 7c, cost ..... $ 4.76
Plus 25 per cent. 1.19

$ 5.95

35 pounds Round Steak @ 12c ..... $ 4.20
12 pounds Rump Roast @ 8c ..... .96
6 pounds Back Round @ 8c ..... .48
6 pounds Shank Bone ..... .05
2 pounds Rump Soup Bone @ 2½c ..... .05
4 pounds Lean Meat @ 5c ..... .20
3 pounds Waste ....

68 pounds Bringing ..... $ 5.94

68 pounds Round @ 8c, cost ..... $ 5.20
Plus 25 per cent. 1.30

$ 6.50

35 pounds Round Steak @ 12c ..... $ 4.20
12 pounds Rump Roast @ 8c ..... .96
6 pounds Back Round @ 8c ..... .48
6 pounds Shank Bone ..... .05
2 pounds Rump Soup Bone @ 2½c ..... .05
4 pounds Lean Meat @ 5c ..... .20
3 pounds Waste ....

68 pounds Bringing ..... $ 5.94

68 pounds Round @ 8c, cost ..... $ 5.20
Plus 25 per cent. 1.30

$ 6.50

35 pounds Round Steak @ 13c ..... $ 4.55
12 pounds Rump Roast @ 9c 1.08
6 pounds Back Round @ 9c ..... .54
6 pounds Shank Bone ..... .05
2 pounds Rump Soup Bone @ 2½c ..... .05
4 pounds Lean Meat @ 6c ..... .24
3 pounds Waste ....

68 pounds Bringing ..... $ 6.51

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68 pounds Round @ 9c, cost ..... $ 6.12
Plus 25 per cent. 1.28

$ 7.40

35 pounds Round Steak @ 15c	$ 5.25
12 pounds Rump Roast @ 10c	1.20
6 pounds Back Round @ 10c	.60
2 pounds Rump Soup Bone	.05
4 pounds Lean Meat @ 6c	.24
3 pounds Waste	....
68 pounds Bringing	$ 7.39

68 pounds Round @ 10c, cost ..... $ 6.80
Plus 25 per cent. 1.70

35 pounds Round Steak @ 17c	$ 5.95
12 pounds Rump Roast @ 12½c	1.50
5 pounds Back Round @ 12½c	.75
6 pounds Shank Bone	.05
2 pounds Rump Soup Bone @ 2½c	.05
4 pounds Lean Meat @ 7c	.28
3 pounds Waste	....
68 pounds Bringing	$ 8.58

68 pounds Round @ 11c, cost ..... $ 7.48
Plus 25 per cent. 1.87

$ 9.35

35 pounds Round Steak @ 18c	$ 6.50
12 pounds Rump Roast @ 15c	1.80
5 pounds Back Round @ 12½c	.75
6 pounds Shank Bone	.05
2 pounds Rump Soup Bone	.05
4 pounds Lean Meat @ 10c	.40
3 pounds Waste	....
68 pounds Bringing	$ 9.35

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68 pounds Round @ 12c, cost	$ 8.16
Plus 25 per cent.	2.04
	$10.20
35 pounds Round Steak @ 20c	$ 7.00
12 pounds Rump Roast @ 16c	1.92
6 pounds Back Round @ 12½c	.75
6 pounds Shank Bone	.05
2 pounds Rump Soup Bone	.05
4 pounds Lean Meat @ 10c	.50
3 pounds Waste	....
68 pounds Bringing	$10.17

The price of Rounds is governed by the cost of hind quarters, but often when the packers are getting a good price for Loins they will sell you good Rounds for less than you can cut them out of a carcass yourself.

To Sell Extra Beef Loins.

42 pounds Loin @ 10c, cost	$ 4.20
Plus 25 per cent.	1.05
	$ 5.25
26 pounds Loin @ 13c	$ 3.38
12 pounds T Bone and Short Cuts @ 15c	1.80
4 pounds Waste	....
42 pounds Bringing	$ 5.18

These tables are for trimmed loins, kidneys and suet out and flank off. When you buy extra loins see that they are trimmed properly or you must allow for this. Render your suet while it is fresh and grind your bones if you have a mill and you can sell this. Waste will figure 2 pounds less.

42 pounds Loin @ 11c, cost	$ 4.62
Plus 25 per cent.	1.15
	$ 5.77
26 pounds Loin @ 14c	$ 3.64
12 pounds T Bone and Sort Cuts @ 17½c	2.10
4 pounds Waste	....
42 pounds Bringing	$ 5.74

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42 pounds Loin @ 12c, cost .....$ 5.04
Plus 25 per cent. 1.26

$ 6.30

26 pounds Loin Steak @15c .....$ 3.90
12 pounds T Bone and Short Cut @ 20c... 2.40
4 pounds Waste ....

42 pounds Bringing .....$ 6.30

42 pounds Loin @ 13c, cost .....$ 5.46
Plus 25 per cent. 1.34

$ 6.80

26 pounds Loin Steak @ 17½c .....$ 4.55
12 pounds T Bone and Short Cuts @ 20c... 2.40
4 pounds Waste ....

42 pounds Bringing .....$ 6.95

42 pounds Loin @ 14c, cost .....$ 5.88
Plus 25 per cent. 1.47

$ 7.35

26 pounds Loin Steak @ 19c .....$ 4.94
12 pounds T Bone and Short Cuts @ 21c... 2.52
4 pounds Waste ....

42 pounds Bringing .....$ 7.46

42 pounds Loin @ 14c, cost .....$ 6.30
Plus 25 per cent. 1.57

$ 7.87

26 pounds Loin Steak @ 20c .....$ 5.20
12 pounds T Bone and Short Cuts @ 23c... 2.76
4 pounds Waste ....

42 pounds Bringing .....$ 7.96

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42 pounds Loin @ 16c, cost ..... $ 6.72
Plus 25 per cent. 1.43

$ 8.35

26 pounds Loin Steak @ 21c ..... $ 5.46
12 pounds T Bone and Short Cuts @ 25c... 3.00
4 pounds Waste ....

42 pounds Bringing ..... $ 8.46

42 pounds Loin @ 17c, cost ..... $ 7.14
Plus 25 per cent. 1.78

$ 8.92

26 pounds Loin Steak @ 22½c ..... $ 5.85
12 pounds T Bone and Short Cuts @ 25c... .300
4 pounds Waste ....

42 pounds Bringing ..... $ 8.85

42 pounds Loin @ 18c, cost ..... $ 7.56
Plus 25 per cent. 1.89

$ 9.45

26 pounds Loin Steak @ 24c ..... $ 6.24
12 pounds T Bone and Short Cuts @ 27c... 3.24
4 pounds Waste ....

42 pounds Bringing ..... $ 9.48

42 pounds Loin @ 19c, cost ..... $ 7.98
Plus 25 per cent. 2.00

$ 9.98

26 pounds Loin Steak @ 25c ..... $ 6.50
12 pounds T Bone and Short Cuts @ 30c... 3.60
4 pounds Waste ....

42 pounds Bringing $10.10

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42 pounds Loin @ 20c. cost		$ 8.40
Plus 25 per cent.		2.10
		$10.50
26 pounds Loin Steak @ 27c	$ 7.02	
12 pounds T Bone and Short Cuts @ 30c	3.60	
4 pounds Waste	....	
42 pounds Bringing	$10.62	

To Sell Beef by Per Cent.

13½	per cent. round steak.
15½	per cent. loin steak.
6	per cent. rump roast.
3	per cent. back round.
4	per cent. flank and cod.
2	per cent. suet.
7½	per cent. shank meat on.
2	per cent. neck.
11½	per cent. prime ribs.
11	per cent. plate.
22	per cent. square chuck.
2	per cent. waste.
100	per cent.

To Sell Pork by Per Cent.

19	per cent. hams to sell fresh.
16	per cent. shoulders to sell fresh.
12	per cent. loin.
10½	per cent. bacon bellies.
15	per cent. back fat.
4	per cent. leaf lard.
6½	per cent. head.
3	per cent. feet.
8	per cent. trimmings.
3	per cent. spare ribs.
2	per cent. neck bones.
1	per cent. waste.
100	per cent.

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To Sell Mutton by Per Cent.

27	per cent. leg.
32	per cent. rack or chops.
17	per cent. shoulder.
7	per cent. neck.
11	per cent. breast.
6	per cent. waste.
100	per cent.

High-Priced Beef and the Causes.

There are just two reasons for this. The first is the fencing of the open range of the West, and the second is the enormous slaughter of veal. By courtesy of the U. S. Bureau of Statistics, I have secured a complete record of cattle and calves handled through the principal cities or markets, as shown below. I present herewith the receipts of cattle for all purposes in 1900:

Chicago, 2,729,046; Sioux City, 300,437; Cleveland, 123,552; Omaha, 828,204; Kansas City, 1,969,718; Cincinnati, 171,850; St. Louis, 795,800; Peoria, ————; St. Joseph, 379,967; Denver, 239,606; Indianapolis, 139,722; Buffalo, ————; St. Paul, 176,172; Ft. Worth, ————; Louisville, ————. Total, 7,872,074.

The same cities in 1910 show as follows: Chicago, 3,052,962; Sioux City, 411,096; Cleveland, 131,872; Omaha, 1,223,533; Kansas City, 2,229,570; Cincinnati, 312,962; St. Louis, 1,356,232; Peoria, 48,878; St. Joseph, 510,297; Denver, 382,525; Indianapolis, 165,487; Buffalo, 220,345; St. Paul, 481,722; Ft. Worth, 784,987; Louisville, 125,958, or a total of 11,438,466, or a total increase of 3,566,392 cattle. This covers a period of ten years and is not mere guess work, but actual figures secured from the U. S. Bureau of Statistics and is authentic.

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Now, we will take up the calves handled in the same markets in 1900 and 1910, showing the fearful slaughter of our young cattle:

In 1900—Chicago, 136,310; Sioux City, ———; Cleveland, 33,572; Omaha, 274,479; Kansas City, 113,077; Cincinnati, 38,781; St. Louis, 207,998; Peoria, ————; St. Joseph, 10,414; Denver, ———; Indianapolis, 41,582; Buffalo, ———; St. Paul, 44,509; Ft. Worth, ———; Louisville, ———. Total, 900,722 calves.

And in 1910—Chicago, 502,064; Sioux City, 27,594; Cleveland, 24,364; Omaha, 424,583; Kansas City, 277,572; Cincinnati, 62,413; St. Louis, 452,145; Peoria, 45,679; St. Joseph, 54,258; Denver, 16,343; Indianapolis, 26,030; Buffalo, 152,050; St. Paul, 121,944; Ft. Worth 285,545; Louisville, 34,384, or a grand total of 2,506,968, or an increase of 1,606,246.

This gives the total number of cattle handled through these yards for all purposes.

It is different with calves. Nearly all of them were sold for Veal and, as you know, there is not more than one-fourth of the calves sold for Veal that ever go through the stock yards. Most of them are slaughtered as it were right on the ground where they were born. Multiply the total of the 1900 statistics—900,722, by 4, showing a total of 3,602,888, of which no less than 3,000,000 were slaughtered. Now compare this with the grand total of the calves handled in 1910, which was 2,506,986, and multiply by 4, and you will get 10,027,876. At least 8,000,000 calves were slaughtered in 1910, an increase over 1900 of 5,000,000. It is easy to see when we get at the bottom of these facts the cause of the scarcity of cattle.

I want to ask you now, Mr. Butcher, in the face of these startling figures, "Can we, in justice to our homes, our nation and our business, afford to handle Veal?" At least for the next few years. We raise the feed and have the

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pasture going to waste. If we had the cattle to use it this United States could feed two nations its size on good beef if we would quit slaughtering our calves.

It's up to you and me, yes all of us, to right this wrong. We can stop it if we refuse to buy them. Discourage the stockman in selling his calves for Veal. If we will organize and try, in three or four years we will have enough cattle again to meet the demand, and at a price that will enable the stockman, the feeders and butchers all to make more money, and to give to the consumers enough good beef at a reasonable price to appease his hunger. WILL YOU HELP?

To determine the actual cost of any cut from the carcass handled by these tables deduct 20 per cent. from your selling price, this will give you the exact cost.

This oftimes is necessary for in selling large quantities where your cost to sell is not so great, you may sell for less than 25 per cent and make money.

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Sausage

TO SELL SAUSAGE.

Pork Sausage, Mixed Sausage, Hamburger, Chili Meat, Bologna, Head Cheese, Liverwurst, Blood Sausage, Weinnerwurst, Frankfurters, Nockwurst and Kloboska, figure 4 per cent shrinkage and waste.

Cost	$0.07	Sell at	$0.09
Cost	.08	Sell at	.10½
Cost	.09	Sell at	.12½
Cost	.10	Sell at	.13
Cost	.11	Sell at	.14
Cost	.12	Sell at	.15
Cost	.13	Sell at	.17
Cost	.14	Sell at	.18½
Cost	.15	Sell at	.20
Cost	.16	Sell at	.21
Cost	.17	Sell at	.23
Cost	.18	Sell at	.24
Cost	.19	Sell at	.25
Cost	.20	Sell at	.26

MAKING OF SAUSAGE.

This is one branch of a butcher's business that is an absolute necessity, and to succeed must be looked after by an experienced man and not left, as it often happens, to an apprentice or to drivers as is often the case. With a little practice and by following these recipes and with the proper machinery you can make sausage as good as the best, and by so doing you can turn all your scrap meat and trimmings into gold.

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The first thing is to buy a good mill, mixer and stuffer. Your lard kettle will do in a small shop for your cooking vat. Build a smoke house to suit your requirements. Build of brick, concrete or stone, and build it large enough for a growing business, as if you don't expect your business to grow you had better not build it at all.

To Make Fancy Pork Sausage.

Take 50 pounds moderately lean pork trimmings. If not, use fresh hams and shoulders. 10 ounces table salt; 4 ounces ground white pepper; 1 ounce good sage; 2 ounces ground mace; 1 ounce ground celery seed; 1½ ounces nutmeg; season before chopping. When chopped to desired fineness, add 10 pounds shaved ice or cold water as you put it through the mixer. If you have no mixer, mix it in a tub by hand. Stuff into sheep casings, or it can be sold in bulk. If it is to be shipped or kept in stock for a few days, use less water.

NOTE:—There is no pork sausage made that will beat this as a trade getter.

To Make Pork Style Sausage.

In this you can use the small pieces that you are sometimes forced to trim from roasts, steaks and chops; in fact, use anything but mutton or kidney suet. Take 50 pounds beef flanks, brisket, neck meat and trimmings from shanks; 15 pounds pork trimmings, moderately fat; 10 ounces salt; 2 ounces sage; 5 ounces ground white pepper, use a little cayenne pepper if desired; season before chopping. To mix, dissolve 4 pounds of a good binder in 11 pounds of salt water; mix thorougly; sell in bulk or links. Make this often, keep it in sight, and call it The Butchers' Friend. It is a good sausage made cheap.

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To Make Bologna Sausage.

Take 75 pounds beef preserved for a few days with salt and saltpeter; 30 pounds fresh beef; 10 pounds fat pork; chop together very fine; season with 15 ounces white or black pepper; 3 ounces ground coriander; 4 ounces ground cloves; add 25 pounds shaved ice or cold water; mix thoroughly; let stand a few hours; stuff tightly into beef middles; hang up 30 minutes to dry casings; smoke over a hot fire 20 minutes, then cook in hot water until they will float. After cooked, put into ice-cold water for a few minutes to shrink casings. Some use a little garlic or onions to flavor, but this spoils its keeping qualities.

To Make Liver Sausage.

This can be made from pig heads, cheek meat, pickled tongues, or almost anything that is good and sound. Cook your meat good and tender. To 100 pounds meat cook 10 or 15 pounds liver. Grind it all very fine; dissolve 6 pounds of a good cereal filler into 15 pounds of the water your stock was cooked in; salt to taste; 12 ounces ground white pepper; 2 pounds chopped onions; 1 ounce ground cloves; 2 ounces whole mustard seed; mix thorougly; stuff into desired casings; scald the casings just a little; don't cook them. Cool them for an hour in ice water; hang up to dry. They must be kept in refrigeration. If desired to be kept long, make a weak brine of salt and water and keep them well covered; in this way they will keep indefinitely, and always look fresh when displayed.

To Make Country Style Pork Sausage.

Take 40 pounds lean pork trimmings. If not, use hams or shoulders. Season with 7 ounces table salt; 3 ounces ground white pepper; ½ ounce ground cayenne pepper; 1½ ounces good sage; add 6 pounds shaved ice or ice water while mixing. Sell in bulk or links. There is a demand in all localities for pure pork sausage and will always sell at a good profit when your trade knows that you make it PURE.

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Smoked Pork Sausage.

Use the same recipes as for Country Style Pork Sausage, only season a little higher, using plenty of salt and omitting the water. Stuff into links and smoke 6 to 12 hours over a slow fire.

Summer Sausage.

Take 50 pounds lean beef, thoroughly cured with salt and saltpeter; chop fine, then add 25 pounds dry salt fat backs, chopped into small cubes, with 14 ounces ground white pepper; 3 ounces whole mustard seed; ½ ounce cardamon seed; ½ ounce ground coriander; mix thoroughly; put in refrigerator for 12 hours, stirring it up two or three times to allow it to become thoroughly chilled. Stuff into hog bungs tightly, hang up by big end a few days in an open room to allow to become thoroughly dry; then smoke two or three days over a slow fire. This makes an excellent sausage, and will keep as long as you desire to hold it. The older it gets the better price it will command.

To Make Weinnerwurst.

Take 50 pounds lean Pork; 50 pounds Beef that has been preserved with salt and saltpeter; 15 pounds fat pork. Season with 12 ounces ground black pepper; 2 ounces garlic; 5 ounces mace; add 30 pounds shaved ice or ice water while mixing. Stuff into sheep casings; cook same as bologna; smoke from 2 to 3 hours over a slow fire; tie into bunches of desired size. This will make better weinnerwurst than you can buy from the packers. If you are forced to compete in a wholesale way, use less pork, and add veal necks or shoulders if you are long on them, or more beef; if your beef is thoroughly preserved it will make them salty enough; if not, add a little salt; the taste tells.

To Make Head Cheese.

One hundred pounds salted pig heads; 20 pounds beef scraps—cheek meat will do. You may add a few beef tongues or chuck meat; cook thoroughly; take out all bones. To 90 pounds meat use 12 ounces pepper; 2 ounces

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mustard seed; 2 ounces coriander; 1 ounce allspice; stuff into desired casings; cook for 15 to 20 minutes; then put into ice water to shrink casings.

NOTE:—You can use the pig skins saved from your lard and sausage trimmings to a good advantage here. They help to make a good head cheese. Add to your meat a part of the broth it is cooked in. It will jell when cold.

To Make Dried Beef.

Take beef rounds; divide from the seams. Take 20 pounds salt; 5 pounds brown sugar; 2 ounces pulverized saltpeter. Cover bottom of barrel with this, then put layer of meat, then a thin layer of pickle, about ½ inch thick, until you have a barrelful. Weight down as tightly as possible and add enough distilled water to cover. Put in refrigeration for 30 days, then, if the pieces are not too large, it will be thoroughly cured. Take out and soak in plenty of fresh water for 24 hours. String, hang up to dry, and then smoke over a slow fire for three or four days. This makes excellent dried beef. Slice it as sold or slice it on your slicing machine, as it cuts more uniformly than you can by hand, and will readily bring from 35 to 50 cents per pound.

To Make Lard.

Always render in open kettle. Run the fat through a coarse chopper, if you have one. If not, cut into small cubes as near uniform as possible. Put a little water in the kettle to start, then put in the lard. Start to cook on a slow fire. After it begins to boil, increase your fire, but take care not to get it too hot. Cook until the scrap is dark-yellow; then let your fire slow down. Strain into cooler or agitator. Have press clean and press the scraps as dry as possible. A few Irish potatoes cut into cubes and a handful of slacked lime added to it while cooking will add to the quality and remove any odor if your fat should be slightly tainted. Put into pails while warm—not too hot. Don't cover the pails until the lard is cool. This will give the top a crinkled appearance and will look like pure leaf lard.

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Lard

To Make Lard With Beef Fat Added.

This can always be made cheaper than pure lard, and with care, made so that few housewives can detect the difference. Some of them prefer this to pure lard. Take 70 pounds good, clean beef suet; 23 pounds leaf lard and fat; 2 pounds fat from cured smoked hams; render the same as pure lard, but in this case see that it is not too cold as it comes from your agitator. If made in this way it will look and smell like pure lard, and in most cases, gives entire satisfaction.

Differentials on Lard.

As the package decreases in size the cost advances, thus:

Tierce Base $0.09

80-lb. Tub	$0.09⅛	50-lb. Tin....	$0.09¼
20-lb. Tin	.09⅜	10-lb. Tin....	.09½
5-lb. Tin	.09¾	3-lb. Tin....	.10

To render lard from all the fat as it comes from the hog:

100 lbs. Fat from medium fat hogs renders 70 to 74 lbs.
100 lbs. Fat from good fat hogs renders 78 to 84 lbs.
100 lbs. Fat from extra fat hogs renders 85 to 90 lbs.
100 lbs. Leaf lard will render 92 to 96 lbs.

Fat from grass or slop-fed hogs will render less than the above tables, as the fat contains more water than the fat of grain-fed hogs.

Add your time and fuel to get cost of lard. For example:

100 pounds Fat costs	$ 9.00
Labor and fuel	.80
	$ 9.80

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Making your lard cost you 12¼ cents per pound. It is safe to add 1 cent per pound to the cost of your lard from the fat for labor and fuel.

Lard Pails.

See that they are made the right size, for the lard and pails to weigh the number of pounds desired, as lard in pails is always sold gross weight. Have your business name and address stamped plainly on the pails. This is a good advertisement that costs but little.

To Sell Lard at Retail.

If lard is sold in bulk, it should always be kept in refrigeration unless the weather is very cold. Take care not to split nor mar the head of your tierce, for when empty a good lard barrel is worth from 75 cents to $1.50. Sell in oyster pails or maple trays. Keep small squares of parchment paper to cover the lard, as it will not penetrate this paper as it will the common wrapping paper. You must allow 5 per cent. waste, for no matter how carefully you handle it you will lose 5 pounds to 100 pounds.

100 pounds Lard @ 8c, costs .....$ 8.00
Plus 25 per cent. 2.00

$10.00

95 pounds Sell @ 10½c, brings....$ 9.97

100 pounds Lard @ 9c, costs .....$ 9.00
Plus 25 per cnet. 2.25

$11.25

95 pounds Sell @ 11¾c, brings....$11.15

It is seldom necessary to sell bulk lard in small quantities for less than 15 cents per pound, no matter how cheap you buy.

100 pounds Lard @ 10c, costs $10.00
Plus 25 per cent. 2.50

$12.50

95 pounds Sell @ 13c, brings.....$12.35

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100 pounds Lard @ 11c, costs $11.00
Plus 25 per cent. 2.75

$13.75

95 pounds Sell @ 14½c, brings....$13.77

100 pounds Lard @ 12c, costs $12.00
Plus 25 per cent. 3.00

$15.00

95 pounds Sell @ 16c, brings.....$15.20

100 pounds Lard @ 13c, costs $13.00
Plus 25 per cent. 3.25

$16.25

95 pounds Sell @ 17c, brings.....$16.15

100 pounds Lard @ 14c, costs $14.00
Plus 25 per cent. 3.50

$17.50

95 pounds Sell @ 18½c, brings....$17.57

100 pounds Lard @ 15c, costs $15.00
Plus 25 per cent. 3.75

$18.75

95 pounds Sell @ 20c, brings.....$19.00

To Sell Lard in Pails.

This is the easiest and most profitable way to handle lard. In this way you have no waste and at the same time can assure your patrons that they are getting full weight and clean lard. As you know, in selling lard in bulk you are forced to sometimes bring back empty pails from your patrons' houses and wash them of the fried meat grease and other filth they may contain.

50-pound Tin @ 8c, costs .....$ 4.00
Plus 25 per cent. 1.00

Sell at .....$ 5.00

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If you sell bulk lard from 50-pound tins you must figure 5 per cent. waste, as you have paid as much per pound for the tin as you have for the lard. An empty 50 seldom sells for over 20 cents, if you can sell them at all.

If the packers sell to consumers you can best right this wrong through organization.

50-pound Tin @ 9c, costs	$ 4.50
Plus 25 per cent.	1.12
Sell at	$ 5.62
50-pound Tin @ 10c, costs	$ 5.00
Plus 25 per cent.	1.25
Sell at	$ 6.25
50-pound Tin @ 11c, costs	$ 5.50
Plus 25 per cent.	1.37
Sell at	$ 6.87
50-pound Tin @ 12c, costs	$ 6.00
Plus 25 per cent.	1.50
Sell at	$ 7.50
50-pound Tin @ 13c, costs	$ 6.50
Plus 25 per cent.	1.62
Sell at	$ 8.12
50-pound Tin @ 14c, costs	$ 7.00
Plus 25 per cent.	1.75
Sell at	$ 8.75
50-pound Tin @ 15c, costs	$ 7.50
Plus 25 per cent.	1.87
Sell at	$ 9.37

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Few private families buy 50 pounds lard at a time, this size being sold principally to hotels and restaurants. You can deviate from these tables according to your cost to sell.

To Sell Lard in 20-Pound Tins.

20-pound Tin @ 8c, costs	$ 1.60
Plus 25 per cent.	.40
Sell at	$ 2.00
20-pound Tin @ 9c, costs	$ 1.80
Plus 25 per cent.	.45
Sell at	$ 2.25
20-pound Tin @ 10c, costs	$ 2.00
Plus 25 per cent.	.50
Sell at	$ 2.50
20-pound Tin @ 11c, costs	$ 2.20
Plus 25 per cent.	.55
Sell at	$ 2.75
20-pound Tin @ 12c, costs	$ 2.40
Plus 25 per cent.	.60
Sell at	$ 3.00
20-pound Tin @ 13c, costs	$ 2.60
Plus 25 per cent.	.65
Sell at	$ 3.25
20-pound Tins @ 14c, costs	$ 2.80
Plus 25 per cent.	.70
Sell at	$ 3.50
20-pound Tin @ 15c, costs	$ 3.00
Plus 25 per cent.	.75
Sell at	$ 3.75

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To Sell Lard in 10-Pound Tins, Plus 25 Per Cent.

10 pounds Cost	8c—$0.80	Sell for	$1.00
10 pounds Cost	9c— .90	Sell for	1.13
10 pounds Cost	10c— 1.00	Sell for	1.25
10 pounds Cost	11c— 1.10	Sell for	1.40
10 pounds Cost	12c— 1.20	Sell for	1.50
10 pounds Cost	13c— 1.30	Sell for	1.65
10 pounds Cost	14c— 1.40	Sell for	1.75
10 pounds Cost	15c— 1.50	Sell for	1.90

To Sell Lard in 5-Pound Tins, Plus 25 Per Cent.

5 pounds Cost	8c—$0.40	Sell for	$0.50
5 pounds Cost	9c— .45	Sell for	.60
5 pounds Cost	10c— .50	Sell for	.65
5 pounds Cost	11c— .55	Sell for	.70
5 pounds Cost	12c— .60	Sell for	.75
5 pounds Cost	13c— .65	Sell for	.85
5 pounds Cost	14c— .70	Sell for	.90
5 pounds Cost	15c— .75	Sell for	.95

To Sell Lard in 3-Pound Tins, Plus 25 Per cent.

3 pounds Cost	8c—$0.24	Sell for	$0.30
3 pounds Cost	9c— .27	Sell for	.35
3 pounds Cost	10c— .30	Sell for	.40
3 pounds Cost	11c— .33	Sell for	.40
3 pounds Cost	12c— .36	Sell for	.45
3 pounds Cost	13c— .39	Sell for	.50
3 pounds Cost	14c— .42	Sell for	.55
3 pounds Cost	15c— .45	Sell for	.60

NOTE:—You alone can know your cost to sell. If you can't sell goods at a profit you had better not handle them. Better loan your money and work for wages; even your family will think more of you if you are able to pay your bills.

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Buying Live Stock for Slaughter

In this you must be your own judge, taking care to buy the weight and class of stock your trade demands. If your trade demands a 25 or 30-cent sirloin steak, you can't afford to handle a native steer. Neither can you expect to sell a Harvey House a loin from a grass cow. In buying any kind of live stock for slaughter you must insist on an over-night's shrink or deduct 3 per cent from the gross weight. This is customary almost everywhere, especially on cattle and veal.

Slaughter House.

Every butcher should have a slaughter house if his shop is in a town where it is possible. Build it large enough to meet your demands, and under the same roof have a reduction plant. If you can't sell off all your bones, scraps, etc., to a good advantage to some one else. Have a salting pit for your hides, a dry lot for your horns and hoofs, as they are all worth money. Keep a few hogs there, with the waste from your feed lots and killing beds and just a little corn, you can soon have, at a small cost, some real good pork.

Save it all, dimes make dollars.

Slaughtering of Meat.

No kind of animal should be slaughtered while they are on full feed. They should be shrunk at least 24 hours. Give them plenty of good water to drink, this will keep them from becoming irritable. Never kill while they are hot or mad. Always take care to let them hang in drip room long enough for all the animal heat to get out of them before you put them in refrigerator or haul them away to your coolers.

Beef will shrink from 2 to 3 per cent. the first 7 days it hangs, after that the shrink is small; this depends on the flesh your cattle are in.

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What Hides Will Weigh.

800-lb. steer, live wt., will weigh 60 to 65 lbs.
900-lb. steer, live wt., will weigh 65 to 70 lbs.
1,000-lb. steer, live wt., will weigh 70 to 75 lbs.
1,100-lb. steer, live wt., will weigh 75 to 80 lbs.
1,200-lb. steer, live wt., will weigh 85 to 90 lbs.

Hides from bulls and stags will weigh from 10 to 15 per cent. more than from steers of same weight. Hides from cows and heifers will weigh from 10 to 15 per cent. less.

Hide will weigh from 50-lb. Veal 6 to 8 lbs.
Hide will weigh from 75-lb. Veal 7 to 9 lbs.
Hide will weigh from 100-lb. Veal 9 to 12 lbs.
Hide will weigh from 125-lb. Veal 12 to 15 lbs.
Hide will weigh from 150-lb. Veal 15 to 18 lbs.
Hide will weigh from 175-lb. Veal 18 to 22 lbs.
Hide will weigh from 200-lb. Veal 22 to 25 lbs.

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Fish

This is of necessity a part of the butcher's business, and can be handled profitably if you know where and how to buy, and how to handle them.

You can realize a better margin out of fish than anything you handle if you will give it just a little attention. Have, if possible, a separate counter, scales, block, and always a separate ice box. When you receive a shipment of fish always wash them with clean water and pack them in crushed ice. Never try to carry fish in a cold air room or counter unless they are frozen. They will turn dark and not keep well. Always buy your fish supplies direct. By doing this you will save the middle man's profit. In territory tributary to Memphis I here give you the name and address of the largest and best shipper in the South of Blue Cat, Buffalo, Black Bass, Brook Trout, White Perch, Frog Saddles, Turtles, Fish Roe, and in fact every kind of fish that swims in the waters of the South—

JAS. J. CARRIGAN

Has his own salaried fishermen, boats, and nets, employing men who are masters of the business, and when you place an order with them you can rest assured that you will get the best that can be had, and at prices in keeping with supply and demand.

They have the biggest fish cold storage in the South.

The largest producer and wholesale dealer in Fish, Oysters and Game in the Middle South.

He makes a specialty of Fresh Fish, Oysters and Game exclusively, which insures both the buyer and shipper a ready market and a promptness in filling orders not to be had elsewhere, with the freshest and best that is to be had at all seasons.

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Native Fish of Which He Makes a Specialty.

Rough and dressed Buffalo, rough and dressed Carp, dressed Spooney (boneless) Cat, rough and dressed Drum, rough and dressed Bullhead, Sun Perch and Bream, large Croppie and Black Bass.

Lake Fish.

Whitefish, Lake Trout, Yellow Pike, and Blue Pike, Saugers and Tullibees.

Ocean Fish.

Red Snapper and Spanish Mackerel, Pompano, Sheep Head and Trout, Halibut, Bluefish and Flounder, Smelts, Buck, and Roe Shad.

Delicacies.

Turtles, Terrapin, Hard and Soft Crabs, Green and Cooked Lobster, Shrimp, Prawns, Shad Roe, etc.

His Oysters.

Are handled under sanitary regulations and are put up by the best growers in Massachusetts, New York State, Maryland, Virginia, Mississippi and Louisiana. He being distributing agent for the world-renowned Sealshipt Oyster, shows he stands at the head of all dealers in this line.

Game.

Ducks, Geese, Pigeons, Snipe, Quail, Rice Birds, Squirrels, Rabbits, Coons and Opossum, Bear and Venison.

I would call your attention to his situation, which is in the very heart of the fish country from which all other markets throughout the country must draw the greater part of their supplies, as well as the fact that our Express lines reach out in every quarter, furthermore he is on the main line of the great double track Illinois Central, with its head in the Great Lakes and feet in the Gulf, making it but a few hours' run from the Great Lakes or the Gulf,

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with the best to be had from these waters with which to supply his patrons. He is in the market to buy or sell, and can handle a car load as readily as a barrel, and will be glad to to quote prices and answer all correspondence promptly.

OYSTER and CITY DEPARTMENT,

Telephone 690. **54 N. Front St.**

OFFICE and SHIPPING DEPARTMENT

Telephones 1595. **213 N. Main Street.**

Frozen Fish.

Frozen fish are in every respect just as good as the fresh; in fact, preferred by many, when properly thawed.

To thaw frozen fish properly, use a quantity of crushed ice in a tub of fresh water, and after being thoroughly chilled, place fish in water and allow them to remain just long enough to withdraw frost.

In freezing, the flesh of fish contracts, and in thawing, it expands, causing the tissue to break, allowing the fish to become soft; hence, never thaw frozen fish until the day on which they are to be used. Then do not allow them to stay in the ice water too long, instead of which remove from ice water after 20 or 25 minutes and pack in crushed ice.

If frozen fish are treated as above, they will not only be as wholesome but will look as well as fresh stock.

Salt Fish.

In these you have a safe and profitable investment, if you buy direct from the packers. By doing this you not only save the middle man's profit, but get an honset count. And just what you buy. I once bought a barrel of 200s, Norway Mackerel from a well-known jobber and had my doubts as to the count, when I saw the fish. I transferred them to another barrel and counted them,

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when this was done, I found that I was forty fish short of two hundred. If you do not know who packs your salt fish you had better count them. Upon request I will furnish you free of charge, the names and address of the best packers of the fish you desire. In buying salt fish you must take your freight rates into consideration.

We can't help it that we have a Friday in each week and a Linten season in each year; our expenses are just the same. If we handle what the people want these seasons are not a drawback.

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Oysters

Oysters, as fish, is of necessity a part of the retail butcher's business, and can be handled profitably to yourself and satisfactory to your customers in but two ways, when they are to be shipped.

First, in the shell as they come from the beds, and
Second, in the Sealshipt way.

The express rate makes it almost prohibitive to handle oysters in the shell in towns any distance from the coast. While, since we have the Sealshipt system, this is not necessary, for in buying oysters in this way you are assured that you will get just what you have bought, and get them with all their original flavor as they come from the beds, and in this way the oysters are shelled, put into air-tight receptacles of the desired size, sealed up and iced and comes to your market, if kept iced, just as delicious, clean and fresh as they were the moment they were shelled.

The Sealshipt oyster system furnish you at a small cost with a porcelain lined attractive sales case that you may place your oysters in when you receive them, and keep them entact from dust, flies and other filth that in the old way cut down the natural demand for this substantial table delicacy. More yet, in the old way, in shipping oysters where the dirty ice was placed immediately in the pail with the oysters, they would lose most

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of their rich flavor in transit, and sometimes a hundred or two in the count of a thousand, for sometimes the chunk of ice being too large, will run the pail over. The expressman, as other people do, objects at seeing something good to eat wasted, gets a dinner pail setting handy, takes out enough oysters to allow the bucket to be handled without spilling. When you receive the bucket, not having time to count them, it being full, you sign up, pay the toll and begin to sell your patrons ice water by the quart, when in fact, they should get oysters, and if you sell them by count, in small quantities, you often lose money the season through and never know it.

The merits of this system have almost doubled the consumption of oysters in the past six or seven years. If you handle oysters at all, handle the Sealshipt kind; it is easier to figure a profit if you know you are selling just what you have bought.

The name and address of Sealshipt growers and jobbers will be furnished you upon request, free of charge, by addressing the Sealshipt Oyster System, Incorporated, South Norwalk, Conn., or addressing "The Retail Butcher," Box 936, Memphis, Tennessee.

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Refrigeration.

This is something all butchers must have, and to succeed, the best you can get is the cheapest. Keep it in your mind that ice, cold air, and brine, is cheaper than meat. Your temperature should be from 36 to 44 degrees, 38 to 42 degrees is right. Your walls and ceiling should at all times be dry, so that you can light a match on the woodwork when properly iced. Open your door for a few minutes every morning to let the foul and bad odors escape. This will start your ice melting and give you better refrigeration.

Tools.

It is very important that you have the proper tools and plenty of them to meet the requirements of your market. No two butchers should use the same steak knife, for if they do it is safe to bet that it will never be sharp. Keep a grind stone and an oil stone about your shop and good, smooth steels. If they are rough dress them down with a piece of emery cloth. Keep them touched up every few days with the cloth and you will always have a sharp knife. Keep good saws and keep them sharp.

If at any time your saw runs to one side or the other, just hold it with this side of the blade up, resting the end on the block, take your steel and lay it almost flat on the blade and run it from one end to the other with a reasonably heavy stroke, this will right the wrong.

SCALES.

I want to say right here that no merchant can successfully operate a meat shop by guess. He must weigh each article as he receives it and again when it leaves his store if he wants to know what each article earns as he sells it. No retail meat salesman can work successfully fast without a computing scale.

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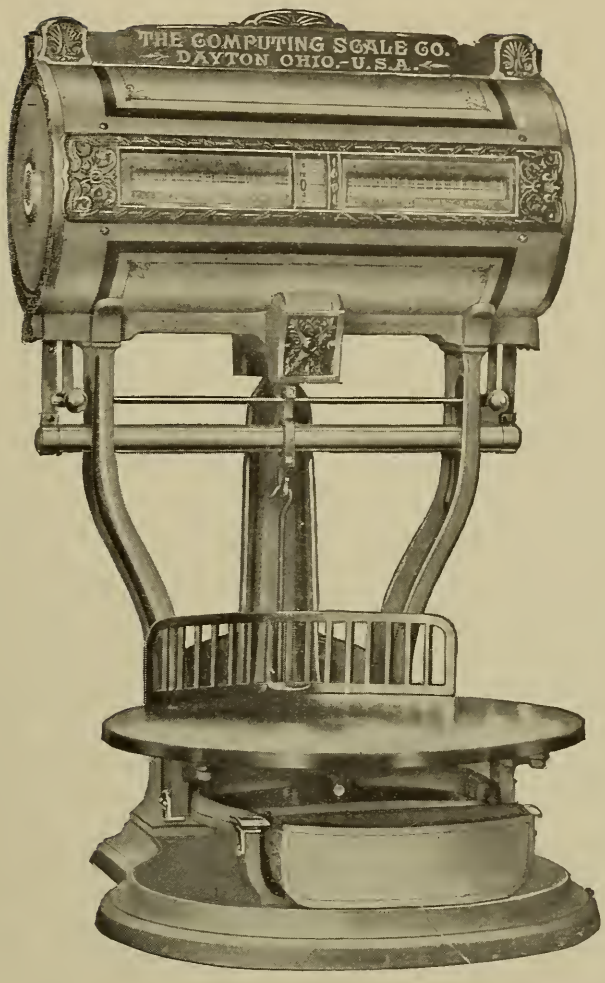

In my opinion there has been no article of merit so abused as the computing scale; they have been manufactured by mushroom concerns and sold, as it were, by green goods men until the average merchant who hasn't used a good scale himself, looks on all of them with suspicion, where, in having a good computing scale, is just as necessary in a butcher shop as a good sharp knife. Take a scale that draws 30 pounds, computing each cent at prices from 4 to 40 cents per pound. It saves a great deal of time in the run of a day's business; besides, figures cannot lie or err. When ofttimes a salesman has a line of people waiting and he sells say 9½-pound ham, a piece of bacon, roasts or steaks at 17½

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cents per pound he must stop, take his pencil and figure it out. The telephone ringing and another lady wanting to catch a car, it sometimes gets the best of us confused and we make mistakes. With a computing scale in front of you that is correct, the figures cannot lie. You give your patrons just what they have paid for and give your shop just what they should receive. In my opinion, the best scale offered to the butcher today is the **Dayton Scale, Model No. 144,** manufactured by **The Dayton Computing Scale Co.,** Dayton, Ohio. Prices and specifications can be had by addressing the Moneyweight Scale Co., distributers of Dayton Scales, who have local offices in all large cities in America.

A few of the many things in its favor over other scales that I have used are that they combine the necessary requisites of a practical meat scale. These are accuracy, sensitiveness and clearness of indication. The actuating mechanism is two oil-tempered spiral springs which are perfectly protected against atmospheric change by an automatic self-acting thermostat. Makers of other styles of scales attempt to discredit the use of springs, but their statements are of no value in the face of endorsement by thousands of users as well as tests made by scientists of recognized national reputation and the approval of Municipal, State and Federal officials.

The low platform construction appeals to me as of special merit. One advantage is its convenience to the cutting block, but its chief merit is in the new plan of leverage, which eliminates the check rods which heretofore has been in universal use, and which always has been the chief cause of binding or friction, which retards action of the scale.

The dash pot not only prevents unnecessary oscillation of the scale, but also acts as a cushion to prevent injury with rough usage.

There are no cut-down pivots in this scale, as there are no parts subject to unnecessary strain, there is no limit to its endurance.

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Your Shop or Stall.

This in size and dimensions depends upon the locality you are in, and the amount and class of trade you handle. Have enough good blocks for each good meat cutter to have one to himself. Two men can't work successfully fast on one block. Have enough counters, racks and display cases to show your goods so that when you want to push an article you can put it in sight. This is a silent salesman. **A light will not shine through a brick wall,** neither can you show a piece of meat in a dark refrigerator. When you can, have refrigerated counters with glass fronts and tops. They add to the appearance of your market and keep filth, dirt, flies and the meddlesome hands of your prospective buyers off your meats.

Never allow the trade to handle your meat. They might know that their hands are clean, and you being acquainted with them might be satisfied yourself that they were, but, the customer standing by being a total stranger, must and will have their own opinion.

I was once in an old Dutchman's shop and the counters were lined up nice with his meats; two or three customers were waiting for their turn, a woman came in and began to re-arrange his steaks and chops by lifting one from off the other and occasionally sticking her fingers through a steak. He says, "Lady, blease dont handle de mit." She persisted in keeping it up. Then he says, "Lady, I dold you to don't handle de mit, Got knows vare you hat your hands." That has since lived with me as a truth. She might have gotten mad without a cause and quit his shop, but, it makes a good one out of them for the next man.

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Keep plenty of clean aprons and towels. Laundry bills are cheaper than soliciting new trade. Keep clean sawdust on your floors, it absorbs the bad odors and adds to the appearance of your market. Have your market well-lighted. Men can't see in the dark. Have good scales and keep them clean, so that you may weigh everything that you receive and everything that you sell. Weigh your meat, don't guess, for your creditors will not guess that you are a good risk if you can't meet your bills when they come due.

Hiring of Help.

This is one thing that all successful merchants must do, for few men can make much more than a living doing all the work themselves. When you start a business you must draw a salary yourself to determine your cost to sell. More than half the butchers we have today are nothing more than would-be meat cutters. Some of them are grocery clerks, order clerks, and drivers, who have just enough knowledge of the meat business to cut a steak or a roast after the cut has been prepared. Still, they call themselves butchers, and sometimes own shops for a short while, and sometimes draw good wages, when in fact, they are nothing more than apprentices, taking their first lessons in the business in the latter end of the school. Imagine a grammar pupil taking his first lessons in the graduating class, and then look at his report card. One is just as reasonable as the other. Great care should be taken in hiring men so that you may know what you are getting, just the same as when buying a beef, ham or a piece of bacon. Armour's Star Ham is worth more than Helmet; Swift's Premium Bacon is worth more than Winchester. So is a mechanic and salesman combined worth more to the average butcher than just one quality without the other.

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I have here prepared an application bland that you should have every man fill out in your presence, before employing him. If he is right at heart he will fill it out to the best of his ability; if he is wrong, then you don't need him at all:

APPLICATION FOR EMPLOYMENT AS

.....

Date.....

How old are you?..... How many years experience have you had as a meat man?.....

In what department? .....

Are you married?..... How many children have you?..... Do you own your own home?.....

How much per month does it cost you to live?.....

Can you save any money at the salary mentioned here?..... Have you any other means of support than your salary here?..... If so, in what way?..... Where were you employed last? .....

What salary did you get? .....

How long were you employed by your last employer?..... Why did you leave?.....

Do you drink intoxicants of any kind?.....

If so, to what extent? .....

What experience have you had in buying live stock?..... What per cent. will a good corn-fed steer dress?..... What per cent. will a fat grass-fed cow dress?.....

How much will the hide weigh from a 1,000-pound steer? ..... How much will the hide weigh from an 800-pound cow?..... What per cent. will a good, fat veal dress?..... How much will the hide weigh from a 150-pound calf?.....

How many pounds of loin steak is there in 130-pound hind quarter, one rib on hind?..... How many pounds of round steak?..... How many

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pounds of Rump Roast?.....How much will the Back Round weigh?..... How much lean Shank Meat?..... What will the Shank Bone weigh?..... What will the Rump Soup Bone weigh?..... What will the Flank and Suet weigh?..... What will the Kidneys weigh?..... How many pounds will you lose selling it at retail?..... What will 7 Prime Ribs weigh from a 130-pound front quarter?.....
What will the Square Chuck weigh?.....
What will the Plate weigh? .....
What will the Shank Bone weigh?.....
What will the Shank Meat weigh?.....
What will the Neck weigh? .....
What will you lose in weight selling this Front at retail?..... How many pounds will the Rack weigh from a 40-pound Mutton?.....
What will the Legs weigh?..... What will the Sholders weigh?..... What will the Breast weigh?..... What will the Neck weigh?.....
How many pounds will you lose selling this Mutton at Retail?..... What will the Hams weigh trimmed to Pickle from 150-pound Dressed Hog?.....
What will the Loins weigh to cut into Chops?.....
What will the Bacon Bellies weigh?.....
How many pounds of Lard will 100 pounds of Fat render as it comes from the hog?..... How many pounds will 100 pounds of Live Hens weigh when they are Half-Dressed (blood out, feathers off) ?.....
How many pounds Full-Dressed (blood out, feathers off and drawn) ?..... Do you know how to make Sausage?..... If so, what kind? .....
Do you know how to Cure Hams and Bacon?.....
Could you make Bond of.....if required?.....
Sign name and address in full.

.....

.....

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(These Application Blanks can be had postpaid for 50c per dozen by addressing this office).

If you will have the above blank filled out it will give you a better idea as to what you are getting, and what to expect of the man who gets his pork chops from your loins. If you don't possess this knowledge yourself, this work, "The Retail Butcher," will give it to you. Not this alone, but almost everything that comes up in the daily or yearly routine of the business. It is important that your meat cutters and salesmen know these things, with many others. Ignorance of these facts is the cause of 90 per cent. of the 98 2-3 per cent. retail butchers who do not make money.

If you have a crew of men who are rusty on some of these facts and others, too, that pertain to your business, try and brighten them up. A good way is to set one night out of each week for a meeting, in your office or some convenient place, and talk these matters over with them, giving them a few points on cleanliness and salesmanship, and note the difference in a few months in your bank account. Every meat cutter and salesman should have a copy of this book himself and study it himself at home, for if he is educated properly, he can earn you more money and thereby command and get a better salary. Education of any kind costs both time and money. **I have paid for mine,** and I want to assure you that the information I have given you here is right. **The right that means not wrong.** The small amount this information costs you in this little book does not represent a thousandth part of what it has cost me to give it to you, nor a like amount of the benefit it will be to you if you stay in the meat business.

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Treatment of Your Men.

Be kind but positive with them. Make them know in the beginning that they must follow your instructions. If you tell a man to do something and then send someone else or go yourself to see if he has done it, you had better not have him. Just do it yourself. When you come down in the morning, a glad "Good morning, John, or Jim, or Mr. ——," if he is older than yourself, makes them feel better all day.

If you are to open at 6 a. m. and close at 6 p. m., and give an hour or an hour and a half for dinner, see that your men put in the time you have bought and are paying for. On the other hand, see that you close as promptly as you open, for you have no more right to work him an hour or half an hour over time without paying him extra for the same than he has to go to your cash drawer and get your money without charging same to himself. If you are not honest with other people you cannot expect nor demand that they be honest with you.

Don't get it into your head that because you are proprietor, manager or foreman of a shop, that you are by nature better than those who are working under you, for we all know that from little calves the big steers grow.

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A FEW BUSINESS HINTS.

Be early to bed and early to rise;
Work hard and advertise.

Let good quality and honest weight and good service be your motto.

Have a fixed minute to open and a fixed minute to close Be as prompt in one as you are in the other.

You have no right to work your men time that you are not paying them for. When you do, you are robbing them of their labor—nine times out of ten their only capital. If you are not honest with them you can't expect them or demand them to be honest with you.

When you take meat home, pay for it or charge it to yourself. When you don't, you are robbing the hen that laid the golden egg. When you give your meat cutters their meat see that they do the same, and caution them that they don't tempt their appetites with cuts and quality that they couldn't afford to buy if they had to pay retail price.

Invoice often—at least once a month. In this way, if there is a leak, it gives you a chance to stop it before the pot goes dry.

Never tell a lie or do a dishonest deed, for when you do you have done wrong. You have lost confidence in yourself, and when that is gone, you can't expect other people to have any in you. When your character is gone you are helpless.

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Don't drink intoxicants of any kind, for oftimes just a drink or two in the morning will make you unfit for business all day, by making you an easy mark for both salesmen and buyers with unclouded brains. Whiskey used to excess will rob you of your business, your friends, your character and your home.

Be pleasant but positive in your business. Don't be afraid to say yes or no. When you say yes, mean yes; when you say no, mean no. No means **No** by Webster.

Keep in mind that what you sow you will also reap. You can't sow burs and expect to reap corn. Sow a smile and reap gold; sow frown and reap a shadow. Shadows produce dampness, dampness decay, and decay, death.

Take good care of your horses; they are your friends and servants. You can't puch cattle in an Automobile or deliver steak in an Air Ship.

Be cautions to traveling men. See what they have to sell. Don't let them sell you something that you can't make money on.

Pay your bills promptly, and see that others pay you.

Don't credit a man that don't deserve it. If you give to charity, give outright.

Don't open your shop on Sunday. You can make more money and feel better to work six days and rest one.

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CONCLUSION.

If you are a successful butcher I hope that in this work that I am helping you to make more money, and at the same time give your patrons better meat and better service. If you are not successful, I hope that I have helped you by my experience, to put your business on a paying basis, thereby lifting our chosen business to a higher plane. If conditions exist in your locality that this work don't cover, write me, P. O. Box 936, Memphis, Tenn., and if I can further serve you I will be glad to help you free of charge.

Wishing all of you the success that you deserve, I beg to be,

Your friend,

R. S. MATTHEWS.

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